A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 11, 1968

$14.7 million sales seen at Sao Paulo

International Trade Winds

Company News

AIR TRANSPORT—National Airlines Inc., Miami, Fla., has opened its first branch office in Germany, located at Frankfurt/Main. The company recently opened offices in London and Tokyo and applied for permission to open a Miami-London line or, alternatively, a Miami-Frankfurt service.

BANKING—First National City Bank, New York, has opened a branch in Belfast, the first office of an American bank in Northern Ireland. Citibank, which now has 260 banking offices in 64 countries and territories, has three other branches in the British Isles—two in London and one in Dublin.

OFFICE EQUIPMENT—Bostitch Division of Textron, Inc., has renewed its licensing agreement with Max Co., Ltd. of Tokyo, Japan, for another five years. Max is the largest maker of staplers and stapling products in Asia, and has manufactured and sold Bostitch products for the past five years. Bostitch maintains other manufacturing operations in the United States, Canada, Mexico, West Germany, Great Britain, Australia and Spain. In addition, sales offices are located in over 75 countries.

INDUSTRIAL EQUIPMENT—Jervis B. Webb International Co., Detroit, has formed Jervis B. Webb (U.K.), Ltd., with headquarters in Dunstable, Bedfordshire, England. The new company has a branch operation in Wrexham, Wales, as well as the main engineering and manufacturing facility at Dunstable. The British subsidiary has been formed to engineer, manufacture, and sell Webb-designed materials handling systems in England, Scotland, and Ireland.

PETROLEUM—Mobil Oil Corp., New York, has officially opened its new $60 million refinery at Amsterdam. Crude oil is provided by an 85 kilometer pipeline from Europoort in Rotterdam. The refinery, equipped with an electronic control system that regulates the entire manufacturing process, has a capacity of processing 4 million tons of crude per year and will produce gasoline, kerosene, jet fuel, heating oil and other fuels which will be transported by tanker to markets in northwest Europe and Scandinavia.

Newsletter

A tip from experienced foreign traders, to firms new to the process of seeking foreign market data from U.S. Government sources: start with a call or visit to the nearest U.S. Department of Commerce Field Office. Skilled international trade specialists at the Field Offices are able to sift the queries, and supply prompt, pinpointed answers about agents/distributors, export-import statistics, trade conditions, tariffs, controls, etc. This is the direct route to solid information, rather than through scattershot inquiries to U.S. Embassies and Consulates abroad. Full list of Field Offices is in the World Trade Opportunities section of this magazine.

What are those national flags waving in the Hilltop Road skyline over St. Joseph, Michigan? They mark the visits of foreign nationals to the headquarters of the Laboratory Equipment Corp. Seven flags recently flanked the Stars and Stripes on LECO poles as distributors from Korea, Venezuela, Italy, India, Japan, South Africa and the Netherlands came to St. Joseph for a training course. The community welcomes the colorful display —so do the visitors.

From the top drawer in U.S. executive ranks comes promotional assistance for the Pulp, Papermaking and Converting Equipment show at the Stockholm U.S. Trade Center next March. H. E. Whitaker, Mead Corp. board chairman, a past president of the American Paper Institute, will visit Copenhagen, Oslo and Helsinki in connection with the exhibition. A seminar at the show and a presentation to the annual meeting of the Swedish Pulp & Paper Engineers Assn. are also in Mr. Whitaker's plans.

Lights stayed on at the Tokyo U.S. Trade Center all during October even though no formal exhibition was on the calendar. A total of 12 between-shows presentations were held. Products promoted and sold ranged from the women's clothes of Flying Circus Designs to advanced lasers produced by Optics Technology and Orlando Research Corp.

"These Mexican businessmen aren't coming all the way to Phoenix just to see Camelback Mountain." This alert to the Phoenix business community preceded a trade mission of 14 members of the American Chambers of Commerce of Mexico that visited the Arizona city recently under the sponsorship of the local Chamber of Commerce, the Arizona World Trade Assn. and the Arizona Regional Export Expansion Council.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issues varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Exterior and interior exhibits by 63 U.S. manufacturers in Ibirapuera Park in Sao Paulo, Brazil, show the scope of the Oct. 15-25 show of industrial equipment that resulted in $3.3 million in off-floor sales and a projection of $11.4 million more in the next year. Story and pictures about this Commerce-sponsored solo exhibition begin on page 2.

November 11, 1968

Volume 74
Number 46

International Commerce

Published by
Bureau of International Commerce

U.S. Exhibitors' Sales of $14.7 Million Seen at Sao Paulo 2
Sixty-three manufacturers of industrial equipment participate in special show; orders predicted in next year, $11.4 million

Tokyo Show Draws 18,000 Plant Engineers 10
Sales forecasts by U.S. exhibitors total $4.8 million; many firms introduced to promising market

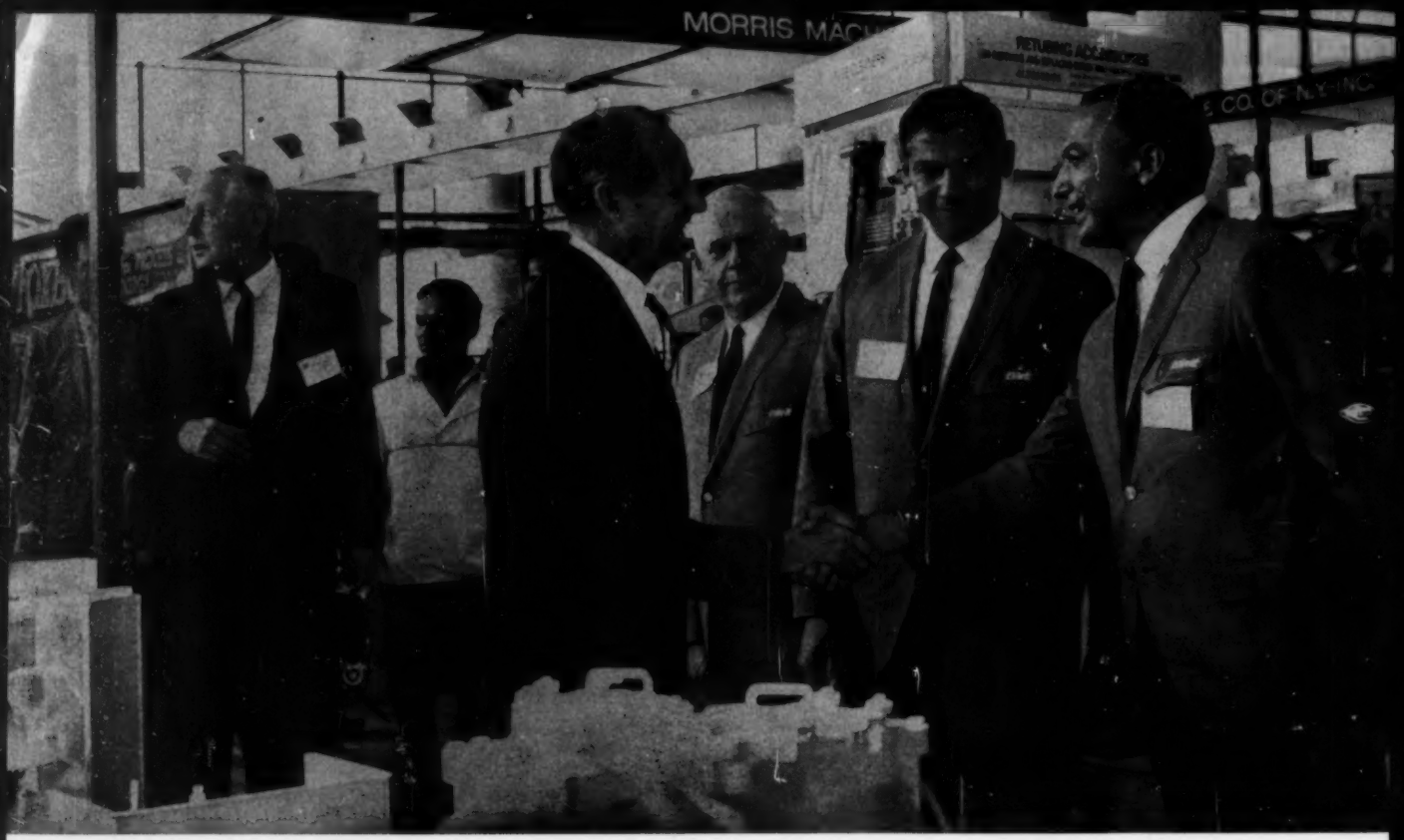
Metalworking Equipment Sells in Germany 12
Million dollars' worth of orders in next 12 months seen resulting from U.S. Trade Center show in Frankfurt

Indian Economy in Moderate Upturn 13
Movement is strongest in industries related to agriculture, but selective in other sectors

Italy a Prime Market for U.S. Instruments 16
Use of scientific, industrial, and technical equipment has been growing rapidly—as much as 60% in some categories

Denmark's Restrictive Measures Slow Inflation 18
Steps have brought economy to point of stagnation, however; Nordic Union idea pushed to improve bargaining with EEC

MISCELLANEOUS—Ohio Mobile Trade Fair off for South Pacific 6
Consulting engineers focus on deterrents to export of services 6
Texas World Trade Week stresses export growth need 7
Georgia hatching eggs, baby chicks earn 'E' for increased exports 8
TRADE FAIRS AND CENTERS—Materials handling show set for spring at Milan 9
WORLDWIDE BUSINESS OUTLOOK—Dahomey's economic prospects good 21
Vancouver building boom offers chances for U.S. sales 22
FOREIGN GOVERNMENT ACTIONS—Finland will cut government expenditures 23
Jordan changes tariff rates on motor vehicles and related products 23
New Canadian budget calls for tax reforms, rate increases 24
INVESTMENT, LICENSING OPPORTUNITIES—Firms abroad want U.S. licensees 26
Two Dutch companies seek business arrangements with U.S. firms 27
WORLD TRADE OPPORTUNITIES—Kuwait plans major housing project 28
Greece invites tenders on radio-link equipment 28
NEW BOOKS & REPORTS—Chemical Guide to Europe revised 36



U.S. AMBASSADOR to Brazil John Tuthill (left foreground) talks with representatives of Elliott Overseas Corp. at the Elliott booth in the Sao Paulo show.

SAO PAULO EXHIBITION REPORT

Brazil proves rich market

U.S. exhibitors ring up $3.3 million in sales at show, project $11.4 million more over year

Sixty-three U.S. manufacturers of industrial equipment made an impressive sales record at a special U.S. Exhibition held in Sao Paulo, Brazil last month.

The U.S. exhibitors rolled up a total of more than $3,330,000 in immediate orders at the show, and predicted that additional sales during the next year would top $11.4 million, all as a direct result of their participation in the U.S.-sponsored show.

Among the exhibitors were 14 who were seeking agents and distributors for their products in Brazil, to handle their sales in that country on a long-term basis. By the end of the exhibition, 11 firms had signed representation agreements with Brazilian companies, and 28 additional Brazilian applicants for sales rights were still negotiating terms with U.S. manufacturers at the Oct. 15-25 exhibition.

Sponsored by the Commerce Department's Bureau of International Commerce (BIC), the show featured U.S. makers of textile equipment, packaging machinery, machine tools, construction and mining equipment, and chemical and petrochemical processing equipment.

The show was designed to introduce the 63 U.S. companies to the rapidly expanding sales opportunities created by Brazil's industrial modernization program, which is expected to bring expenditures for capital equipment to over $700 million a year by 1970.

U.S. exporters now supply more than 30% of Brazil's purchases of such equipment, and significant increases are expected over the next few years in all the categories represented in the Sao Paulo exhibition.

Brazil's machine tool imports increased by nearly 50%, from $13.3 million to $21 million, between 1965 and 1966, and the trend is expected to continue upward for the next few years. Chemical and petrochemical equipment imports increased by 26% during the same period. U.S. manufacturers currently supply 56% of Brazilian needs in the latter fields.

The United States dominates the market for mining and construction equipment, supplying 88% of the needs of this major area of the country's economy in 1966, with annual growth rates forecast at between 5% and 15%.

Brazil's 3,200 textile plants will purchase modern, high-speed equipment in the cotton area alone totaling $230 million over the next five years, according to latest market surveys, with the U.S. share currently running at 13%.

In 1966, the United States supplied almost 30% of Brazil's $1.4 million de-

mand for packaging machinery, and annual increases in the industry are expected to continue at the rate of 5-15%.

The Sao Paulo exhibition continues a long string of highly successful U.S. shows in Central and South America, starting with a U.S. Industrial Equipment Exhibition in Mexico City in 1966, the largest of more than 175 Commerce Department overseas commercial exhibitions held up to that time.

A total of 116 U.S. exhibitors exceeded their most optimistic expectations, ringing up more than $2.3 million in actual sales contracts signed at that show. A survey of the exhibitors a year later showed that the U.S. companies attributed an additional $8.3 million in sales to the Commerce-sponsored show.

The largest U.S. Exhibition ever held in South America took place late in 1966 at Caracas, Venezuela, with 148 U.S. manufacturers of metalworking tools and automotive equipment showing their products to potential Latin customers. Sales during the first year after the Caracas show totaled nearly $2.3 million, according to reports filed by the exhibitors, in addition to the $300,000 in sales made at the show itself. The total exceeded even the optimistic sales predictions made at the end of the exhibition.

Second success

A repeat performance in Mexico City in 1967 saw 62 U.S. makers of packaging equipment and machinery make $1.1 million in spot sales, and a recently completed survey at the end of the first year following the show revealed that $4.45 million in supplemental sales had been recorded as a direct result of the exhibition.

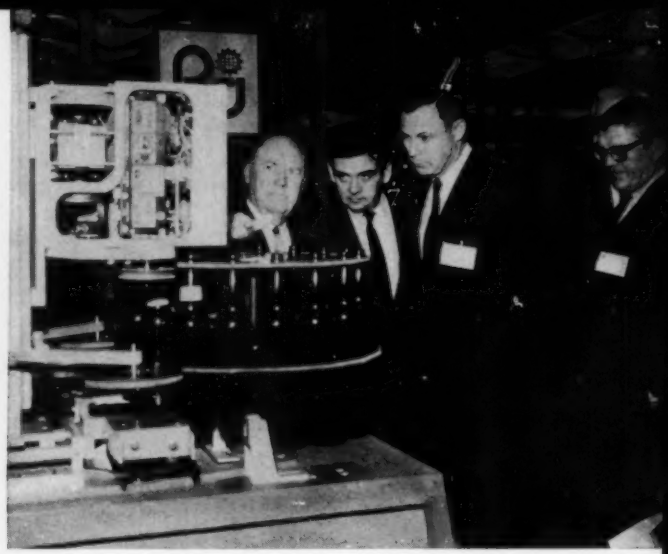
Assistant Secretary of Commerce for Domestic and International Business Lawrence C. McQuade and Bureau of International Commerce Director Lawrence A. Fox both attended the Sao Paulo exhibition.

"I was especially impressed with the comprehensive show planning and the meticulous execution of that plan," said McQuade. "The success of the advance work was reflected in the tremendous enthusiasm of the U.S. companies exhibiting their equipment and products at Sao. Paulo."

"One example of this comprehensive approach," McQuade continued, "was the inclusion in the exhibition of agencies prepared to provide necessary export credit services, such as the U.S. Export-Import Bank, Agency for International Development, the Inter-American Development Bank, and the Brazilian Development Bank. In a country like Brazil, a

COMMERCE DEPARTMENT OFFICIALS Lawrence C. McQuade, Assistant Secretary of Commerce for Domestic and International Business, and Lawrence A. Fox, Director of the Bureau of International Commerce (l. and r. facing camera, above photo) talk with officers of HPM Division of Koehring Co.

RIBBON CUTTING CEREMONY was attended by (left to right, above) U.S. Consul General Robert F. Corrigan, U.S. Ambassador Tuthill, Andrew D. Ventura of the U.S. Consulate General in Sao Paulo, Brazilian Minister of Finance Delphin Neto, and U.S. Exhibition Manager Julian B. Hammond. Burgmaster Division of Houdaille International (below) featured a turret drill press at their exhibit booth.



PROCESS CONTROL INSTRUMENTATION was the subject at the booth of the Foxboro Co. (above left). David Lindquist, vice president of Barry-Wehmiller Co. (at left in above right photo) shows BIC Director Lawrence Fox, Assistant Commerce Secretary Lawrence McQuade, and Market Development Officer Ray Crane a Barry-Wehmiller "Opti-Scan" Electronic empty bottle inspector at the company's Sao Paulo exhibit booth.

complete export service package approach is essential, and this show provided that approach."

BIC Director Fox added, "The show was something of a test effort for us in the especially important developing market of Brazil. Based on the solid success of this first major export sales promotion in Brazil, we are considering future possibilities, such as participation in other trade fairs or solo U.S. Exhibitions, or the establishment of a permanent U.S. Trade Center in this growing South American market."

Comments favorable

McQuade and Fox said the show was perfectly tailored to the Brazilian situation, judging from comments they had received from exhibitors and visitors at the exhibition.

Outstanding success stories were reported by many exhibitors, with nearly all stating that they had either partly or fully achieved their objectives in exhibiting at Sao Paulo.

Labelette Co. reported that it had sold the three machines in its display, and had signed orders in hand for another 30 machines.

John D. Hollingsworth of Wheels, Inc., a firm already established in the Brazilian market, made nearly $500,000 in sales at the show itself, and predicted first-year results of over $1 million in additional sales.

Schmidt Manufacturing Corp., new to market and the only textile machinery maker actively seeking representation in Brazil, reported 16 local companies keenly interested in acting as distributor for Schmidt products. The only factor delaying a decision was the high quality of all the applicants.

The Brazilian representative for Gillespie & Co., which showed Ex-Cell-O Pure-Pak dairy packaging equipment, said, "The final results are not in, but if a complicated set of pieces falls together, this exhibition will be the first step in a multimillion-dollar operation including local manufacturing under license, which will produce royalty income to the United States."

Export Equipment Co., which showed Melroe's "Bobcat" loaders, reached agreements with new agents in Uruguay and Argentina, as well as Brazil.

"The show gave Brazilian industrialists an opportunity to see the applications of our equipment to the solution of their particular manufacturing problems," said the local representative for Brown & Sharpe Manufacturing Co. The firm showed precision grinding equipment at the exhibition.

A veteran of many U.S. Department of Commerce shows, general manager Joe Yermish of Fenway Machine Co., was no less enthusiastic about this show than he has been about previous exhibitions. "The show was run to everyone's satisfaction, exhibitors and buyers alike," said Yermish. "It helped all of us to maintain good business relations with Brazilian customers." Fenway was introducing its "Nibbler," a metalworking tool, to the Brazilian market for the first time.

VETERAN EXHIBITOR at Commerce overseas exhibitions, Fenway Machine Co. general manager Joe Yermish again showed his "Nibbler" metal forming tools at Sao Paulo, was enthusiastic about results.

"We were very satisfied with the results," said the local representative for Gray Co., Inc., whose specialty pumps sold well at the show. The agent's reaction to the show was summed up thusly: "We want to participate in the next U.S. Exhibition in this area."

Leesona Corp.'s sales agent at the show found the exhibit organization excellent. "A good opportunity to introduce those products on display, as well as those not shown, but described only in catalogs and brochures. The exhibition helped us to size up the added business potential in Brazil."

Attendance high

More than 26,000 people attended the U.S. Exhibition during its run, with 85% of these identified as interested businessmen, another 10% as technical and business students from area schools and universities, and about 5% as women and children who were not direct sales prospects.

A total of 14,580 businessmen were registered at the entrance to the exhibition hall as firm sales prospects. Visitors came from all over Brazil, not just from the city and region of Sao Paulo.

John Shoaf, Assistant Market Development Officer for the exhibit, reported that after the first few days, some 400 to 600 visitors each day were repeaters, bringing new prospects with them to see the U.S. displays.

The machinery and equipment shown at Sao Paulo was specifically planned to meet the needs of Brazil's far-reaching economic development program. An estimated 90% of the equipment on display was designed to be especially useful in increasing the productivity and efficiency of Brazilian industry.

An opening reception drew over 1,000 top-notch Brazilian businessmen—directors, officers and top executives of large industrial firms—who were greeted by U.S. Ambassador to Brazil John W. Tuthill, Brazilian Minister of Finance Delphin Neto, and the Mayor of the City of Sao Paulo.

The following day, the first official one for the exhibition, saw many more high-ranking corporate officials come to see the U.S. equipment. Several days later, management officials were sending their engineers and foremen to visit the U.S. displays, and these in turn came back with groups of three to ten mechanics and designers to examine the machinery at the exhibition hall.

Two joint venture agreements were reported with Brazilian firms, and five other U.S. companies are now in the process of completing joint venture or licensing arrangements.

DISCUSSING REPRESENTATION AGREEMENT at the Schmidt Manufacturing Co. booth are (above, left to right) a prospective client, company president Joseph Motta, and Henry Leon, president of a textile machinery agency. Discussion at Marsh Stencil Machine Co. stand included (below, left to right) Exhibition Manager Hammond, company agent Erich Brann, Assistant Secretary McQuade, BIC Director Fox.

THREE COMPANY OFFICIALS of Foxboro Co. (below at right) explain their company's displays to U.S. Ambassador Tuthill during the eleven-day run of the U.S. solo exhibition at Sao Paulo.

AN OREGON SELLING MISSION, led by Governor Tom McCall (center), will leave Nov. 14 for the Far East to ferret out new marketing opportunities for the State's goods and services. Business, finance, and State leaders, including Paul Nordstrom (l.), Administrator, Oregon Economic Development Division, will comprise the mission; Stanley Sparks (r.), State Economic Research Director, is helping coordinate arrangements. Appointments and meetings have been scheduled, through U.S. Foreign Service posts, at Tokyo, Sapporo, Osaka, Seoul and Taipei. The group will end its tour Nov. 30.

Mobile Trade Fair, Mission from Ohio seeks Pacific market

Twenty-two agribusiness exhibits will be shown this month in Melbourne, Sydney, Auckland

Twenty-two exhibits of goods made in Ohio and related to agribusiness will be displayed at the Southern Cross Hotel in Melbourne on Nov. 11.

The participating firms will try to increase the sale of Ohio-made products, especially those of their own companies, in Australia and New Zealand during a two-week period.

The show, sponsored by the Buckeye State as a Mobile Trade Fair/Mission, will be opened by Fred Neuenschwander, Director of the State's Department of Development. Running through Nov. 14 in Melbourne, the fair will be moved to Sydney's Australian Square, and later to Auckland's Intercontinental Hotel, where it will close on Nov. 25. The exhibitors comprising the mission will return to Cleveland Nov. 26. At each stop, the members of the group have scheduled individual business appointments.

Ohio sent its first Mobile Trade Fair abroad last fall, to South America, moving the exhibits to Tokyo for display in the spring. The success of that show and accompanying trade mission prompted planning of the present operation.

Commerce's Schnellbacher addresses Automotive Club

Planning for Export Expansion will be discussed by E. E. Schnellbacher, assistant director of the Department of Commerce's Bureau of International Commerce, at an Overseas Automotive Club noon meeting Nov. 14 at the Summit Hotel, 44 East 23rd St., New York City. Chairman will be Morton F. Wilson, club president. Schnellbacher, a 44-year employee of the Commerce Department, has served on and headed various U.S. trade delegations abroad.

Consulting engineers operating abroad focus on problems

Colorado Institute examined deterrents to export of services

Discussion of the major problems facing U.S. consulting engineers and contractors in the international market is continuing, after being brought into focus by conferees at the Fourth Institute of International Engineering held recently in Colorado Springs.

Of chief concern during the meetings were the possible adverse ramifications of the cutback in Agency for International Development projects abroad and the confusion resulting from developing policies of the Commerce Department's Office of Foreign Direct Investment regarding the financing of international engineers and contractors' overseas operations.

About 75 consulting engineers, engineer-constructors, and construction contractors attended this year's Institute, built on the theme, "Financial Know-How in International Engineering."

While U.S. consulting engineering firms obtain only about 10% of the foreign market for such services, an effective, cooperative program by the Federal Government and private firms could double or triple the present share of the market to $400 or $600 million per year, the Institute concluded.

Industry committee

During the meetings, the International Engineering and Construction Industries Council (IECIC) recommended that the National Export Expansion Council form an industry committee on engineering and construction. IECIC, promoted by the Department of Commerce and the Institute, is composed of members of the Consulting Engineers Council, the National Constructors Association, and the Associated General Contractors.

Among Government speakers at this year's meetings were James R. Fowler, U.S. Coordinator for the Alliance for Progress and Paul R. Porter, Director of the Commerce Department's Export Strategy Program Planning. Konstantine L. Kollar, Director of Commerce's Water Industries and Engineering Services Division, Business and Defense Services Administration, chaired one of the sessions.

TEXAS WORLD TRADE WEEK CELEBRATION included discussion of the future, with Tom R. May (right) assessing the prospects for air cargo in the 1970's, as well as a notice of excellence in past performance for H. L. Hunt (left). He accepted for HLH Products a designation as Texas exporter of the year.

Texas World Trade Week hears of air cargo prospects, danger of inflation, export growth need

HLH Products win award as 'Exporter of the Year' for 1250% sales gain in six years; need for trained executives stressed

The first of the giant aircraft which will be flying the enormous air cargoes of the 1970's is already flying, Tom R. May of Lockheed-Georgia told the world trade dinner audience in Dallas during the recent celebration of World Trade Week in Texas.

"What I'm saying is that the future of air transport really is here now," May told his listeners. "Industry leaders are saying that air cargo volume will double about every four years . . . our market projections show a ten-fold growth of air cargo by 1980."

To help handle this growing volume, May cited planes which will be capable of carrying 150 tons, or about three times the payload of current airfreighters. "This kind of super-cargo airplane will fly containerized goods, or cars, or fresh beef, oil drilling equipment, textiles, radios, refrigerators, air conditioners—a vast variety of cargo of the business and industrial world."

"Here again, this is not prophesy. Cargoes of the type I've mentioned are being airlifted today by commercial airfreighters." He said his firm already produces an airfreighter with a payload of 25 tons.

Also during World Trade Week in Texas, Secretary of Commerce C. R. Smith addressed the West Texas Chamber of Commerce Industrial Conference in Fort Worth. He reminded the group of the need for an efficiently-functioning economy to preserve the U.S. position as a world trading power. "Inflation, if left unchecked, can reduce us to a second class trading power. We must guard against it," the Secretary warned.

Challenging note

Archie Andrews, deputy director of the Commerce Department's Bureau of International Commerce, kicked off the Dallas conference on a challenging note by reminding his listeners that the U.S. trade surplus has been slipping away. He set a goal of an increase in U.S. exports from 4% to 4.3% of the gross national product, which he said would produce a trade surplus of about $6 billion, "almost enough to bring our international accounts close to balance."

The Dallas Market Center award as top exporter of the year went to HLH Products, a division of the Hunt Oil Co. which has manufactured and distributed food, drug and cosmetic items since it was established in 1960.

In February, 1962, the HLH Products' export division began functioning, and sold HLH Products to 10 foreign countries. This year, HLH Products has sold to over 60 foreign countries, with an increase of more than 1,250% in sales over the first year of export.

In overseas shows

Realizing the importance of promoting and supporting local efforts, HLH Products has displayed its hundreds of products at such well known trade shows as the U.S. Food Exposition, Brussels, the U.S. Trade Center, London, the Merchandise Mart, Rotterdam, the U.S. Trade Center, Tokyo, the U.S. Trade Center, Bangkok, the American Food Exhibit, Manila, and the Food Show, Manchester.

In addition to its own products, HLH exports the food products of over 40 other companies from all sections of the U.S.

Also in Dallas, Dr. Arthur L. Peterson, President of the American Institute for Foreign Trade in Phoenix, spoke to businessmen and students for the International Business Day at Southern Methodist University on Oct. 16. Peterson emphasized the importance of proper training for international trade executives in today's business world.

Twenty-one Texas firms have won the President's 'E' award for outstanding export achievement, including ten from the Dallas area.

TATUM FARMS 'E' AWARD was presented at recent ceremony attended by (l. to r.) Daniel M. Paul, director, Atlanta Commerce Field Office; Wanda Dunn, Georgia Poultry Princess; W. L. Tatum, company president; Mrs. W. L. Tatum; Congressman Phil Landrum; Ted J. Davis, Ass't U.S. Sec'y of Agriculture.

Georgia producer of baby chicks, hatching eggs earns 'E' award

Tatum Farms produces hatching eggs from own breeders, exports south through international division in Miami

Hatching eggs and baby chicks from Georgia, finding ready markets in Mexico, Central and South America, Bermuda and the Caribbean, have now hatched for Tatum Farms of Dawsonville the presidential "E" award for increasing exports.

The firm now sells some 70% of its production abroad. A prime factor in Tatum's ability to make these sales is its consistent quality control and availability, assured through producing the eggs and chicks on its own farms.

Tatum Farms began exporting hatching eggs and baby chicks at the end of 1963, through an export broker in Miami. This business is now handled by a wholly-owned subsidiary of Tatum Farms known as Tatum Farms, International Division, which takes care of all international matters, including correspondence, shipping schedules and billing. This office is staffed by bilingual—Spanish and English—personnel.

Tatum is one of the few exporters of hatching eggs to produce the eggs from its own breeders. Unlike companies that buy hatching eggs from other sources and resell them, Tatum is able to keep full control over quality of eggs and also to assure the required number throughout the year. It is thus not handicapped by a short supply when the domestic market is good.

To solve the problem of helping customers obtain credit, Tatum held discussions with its own and customers' banks. After a thorough analysis of the problem, Tatum now offers credit to customers.

Tatum has established a strictly-followed schedule to assure that its eggs and chicks reach Miami as fast as possible, essential in a perishable product of this nature. Eggs are shipped out of Miami by air and arrive at their destinations before they are seven days old. Baby chicks in large quantities are handled by charter flights.

Eximbank loan will finance cable to Dominican Republic from the U.S. Virgin Islands

The Export-Import Bank has authorized a $4.3 million Alliance for Progress credit to help cover the U.S. dollar costs of an underwater telephone cable system between the Dominican Republic and the U.S. Virgin Islands. This system will greatly expand capacity and improve reliability of international communications with the Dominican Republic. Previously this service relied solely on radio links.

The Eximbank credit is in favor of Compania Dominicana de Telefonos, a General Telephone & Electronics Co. subsidiary in the Dominican Republic which is putting up $1.2 million of its own funds to cover other dollar costs associated with this project.

American Telephone & Telegraph Co. was in charge of cable installation and is part owner of the new cable to the Dominican Republic, having invested $3 million in the project. This firm also owns connecting cables from the Virgin Islands to the U.S. mainland and South America, in which the Dominican company is purchasing indefeasible rights of user.

The Eximbank credit is to be repaid in 14 semiannual installments beginning in September 1969. Arrangements have been made to sell beneficial interests in the early maturities of this credit to the Royal Bank of Canada and the Bank of Nova Scotia. The entire credit is to be unconditionally guaranteed by the Ministry of Finance of the Dominican Republic.

Pakistan oil institute planned

The Government of Pakistan recently announced its plans to establish a Petroleum and Hydrocarbon Institute at a cost of approximately $5.25 million. The Institute, to be implemented in four years, will consist of a basic study group, a techno-economic group, a facility for testing laboratories, and a documentation center.

U.S. manufacturers will show industrial materials handling systems at Milan next spring

Trade Center show offers exhibitors advantages of another concurrently running show at Milan International Fair

Modern systems, machinery and related equipment for the handling and in-plant movement of materials and supplies are vital to Italy's continuing drive toward industrial modernization.

American manufacturers of this equipment will have a prime opportunity for exposure to a buying-minded Italian audience in a U.S. Department of Commerce exhibition of industrial materials handling systems and equipment at the U.S. Trade Center in Milan next Apr. 14-25.

This extended-period Trade Center Show will offer exhibitors the additional advantages of a show running concurrently with the Milan International Fair. The U.S. Trade Center is located at the Milan Fairground, a major commercial showplace in Europe.

The U.S. show's emphasis will be on technologically advanced equipment that Italian industry needs for standardized handling automation and increased productivity.

Market research points to particular interest in portable elevators; modern lift trucks and related attachments, controls, and equipment; digital magnetic tape and electronic plotting systems; automated retrieval systems; conveyors of many types; variously-powered hoists, plus hoist slings and parts; advanced-design stackers, and advanced types of pallets and palletizers.

There also is interest in a variety of other equipment, ranging from industrial robots and automatic sorting systems to advanced automatic handling systems and scrap and refuse removal and compaction units.

Implementation of the Italian Government's incentive program for economic expansion will place particular emphasis on the building of infrastructure and, in turn, accords top priority to the industrial segment of the economy. Private interests also are planning new investments in productive facilities. Particularly relevant is the projected acceleration of industrialization in Southern Italy under a four-year plan calling for investments in excess of $4.6 billion.

A market development campaign by the Trade Center staff between now and the April show will attract buyers in this product line to the U.S. exhibition. The Center also offers assistance to American exhibitors seeking agents to continue their sales activities in Italy.

Materials handling equipment manufacturers have reaped substantial sales from past Commerce-sponsored export promotions, including an October 1967 exhibition at the Milan Center. Twenty-three American companies forecast nearly $1.4 million in show-related orders during the first year, on top of $100,000 in off-the-floor sales.

American firms may obtain further details on next April's exhibition in Milan from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: area code 202-967-4508), or from any Commerce Field Office.

Swedish electrotechnical fair scheduled for next October

The First International Trade Fair for Electrotechnical Equipment is scheduled for the Swedish Trade Fair in Göteborg Oct. 28-Nov. 2, 1969. Cooperating with the Swedish Trade Fair are the Swedish Power Board, the National Telecommunications Administration, the Swedish Association of Electricity Supply Undertakings, the Swedish Electric Contractors' Assn., and the Swedish Society for Rational Use of Electricity.

The exhibition will be divided into six main groups: distribution of power; use of electricity; control, automation and regulation technique; safety device; electrotechnical equipment and accessories; and machines and material for the electrotechnical industry.

Oceanographic exhibition planned for Munich in 1969

A blue-ribbon advisory committee including Dr. Jacques Piccard, U.S. astronaut Scott Carpenter, and oceanographic experts from France, Germany, Italy and Switzerland is now making plans for the first International Congress and Exhibition on Marine Research and Oceanography, scheduled for June 30-July 5, 1969, in Munich.

Prefabricated backwall booth modules will be available, and special arrangements will be offered to U.S. exhibitors at the Oceanology 69 show in Brighton, England, involving shipment to Germany and free storage of backwall and other material following that event.

A two-day symposium during the congress and exhibition will be conducted in English and feature the reading of papers and panel discussions on technical subjects relating to oceanography.

Piccard will be the program's general chairman. The committee includes members from France, Italy, Switzerland and West Germany.

Further information may be obtained from: Gerald G. Kallman Assoc., 30 Journal Square, Jersey City, N.J. 07306.

Diagnostic equipment to be shown at German fair

Medical diagnostic equipment and medicinal preparations for diagnostics will be featured at an international diagnosticists exhibition and congress scheduled for Karlsruhe, Germany, June 6-10, 1969.

The sponsor will be Med.-Kongress Diagnostika G.m.b.H. & Co. KG.

A similar exhibition and congress, held in Karlsruhe last year, attracted more than 90 firms, including 10 U.S. firms or subsidiaries.

For further information, contact the fair manager, Dr. Berensmann, Med.-Kongress Diagnostika G.m.b.H. & Co. KG, 7 Stuttgart-Degerloch, Jahnstrasse 12, Germany.

Convention bureau planned

A Melbourne, Australia, Convention Bureau has been formed by the Victoria State Government, Melbourne City Council and local accommodation and travel interests. Barry Salgram is executive director of the Bureau, whose address is: Embank House, 325 Collins St., Melbourne, Australia.

LARGEST TRUCK EVER SOLD to Japan is the distinction claimed by 30-ton Mack model (above left) displayed outside U.S. Pavilion. The company reports active prospects for sales of several more of the large trucks. U.S. Exhibition entrance (above right) welcomed 18,000 visitors during the fair's run.

JAPANESE BUYER Shinpei Shimizu beams from his new "Trackmobile," sold at the exhibition by an official of Whiting Corp. (below left).

U.S. exhibit draws 18,000 visitors at Tokyo plant engineering show

Sales forecasts by 43 exhibitors reach $4.8 million; one-third of companies in show display equipment for first time in Japan

Typhoon-like driving rains failed to keep Japanese visitors away from the U.S. Exhibition on the opening day of the 1968 National Plant Engineering and Maintenance Show in Tokyo, and by the end of the first day, more than 1,500 trade representatives had been registered at the exhibit.

Attendance for the entire run of the show, from Oct. 7-12, totaled more than 18,000, with 14,547 visitors registered at the entrance desk as being in the plant engineering field.

The biggest sales story of the show was filed by Mack Trucks, which sold what is reputed to be the largest dump truck ever sold to Japan—a 30-ton model.

Mack also reported definite prospects for two to five more sales in the immediate future for the huge truck.

Fourteen of the companies exhibiting at the Tokyo show, nearly one-third of the 43 firms in the U.S. section, were trying their hand at the Japanese market for the first time.

Five firms had announced before the exhibition that they were looking for qualified local sales agents or distributors, and four new agreements had been signed before the show ended. Another 22 Japanese sales representatives were still being considered by the U.S. manufacturers at the show, with several agency announcements expected shortly.

Only one of the exhibitors expressed dissatisfaction with the show results after the exhibition had closed, and nearly all were highly pleased with the caliber of visitors and the sales contacts made.

Total sales made at the exhibition site itself were reported at $200,000, and projections of probable sales during the next twelve months as a direct result of the Tokyo plant equipment show reached a total of $4.8 million.

Among the more popular booths at the show was that of Whiting Corp., which displayed its "Trackmobile" loader, considered one of the two star attractions of the show, along with the 30-ton Mack truck.

W. A. Whitney International's booth was a constant focus of buyer attention during the show, and sales of its fabricator

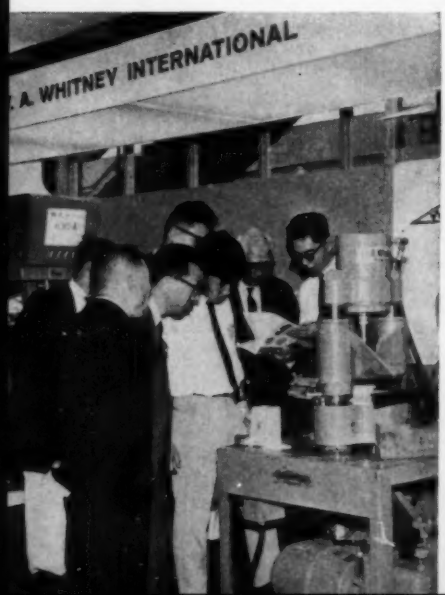
ASSORTMENT OF TOOLS by Stanley Works gets the once over from a group of visitors to the Tokyo exhibition (above left). Japanese national television network crews (above right) filmed activity at the U.S. Pavilion for national broadcast. Buyers watch Ridge Tool Co. machine in action (below).

to Japanese industrial purchasers were good throughout the exhibition.

Publicity during the show included extensive coverage by Japanese national television. Crews filmed business activity at the individual company booths for showing at several times on nationwide television.

A reception held on the opening day of the fair drew top Japanese government officials to the U.S. displays. The Minister of International Trade and Industry, Etsusaburo Shiina, and the U.S. Counselor for Economic and Commercial Affairs Herman Barger opened the fair, and the U.S. Pavilion opened with speeches by U.S. Ambassador U. Alexis Johnson and the president of the Japan Management Association.

BUYERS EXAMINE CATALOG at W. A. Whitney International booth (left), while visitors check over several precision machines shown for U.S. companies at the Merit Export Corp. booth in the Japan show.



Metalworking tools make Frankfurt sales for U.S. companies

Nine new-to-market manufacturers, six freshman exporters participate

Nine U.S. companies used the advanced metalworking equipment show at the U.S. Trade Center in Frankfurt, Oct. 14-18, as a springboard for their first export sales attempts in the German market. Six of these firms were new to exporting.

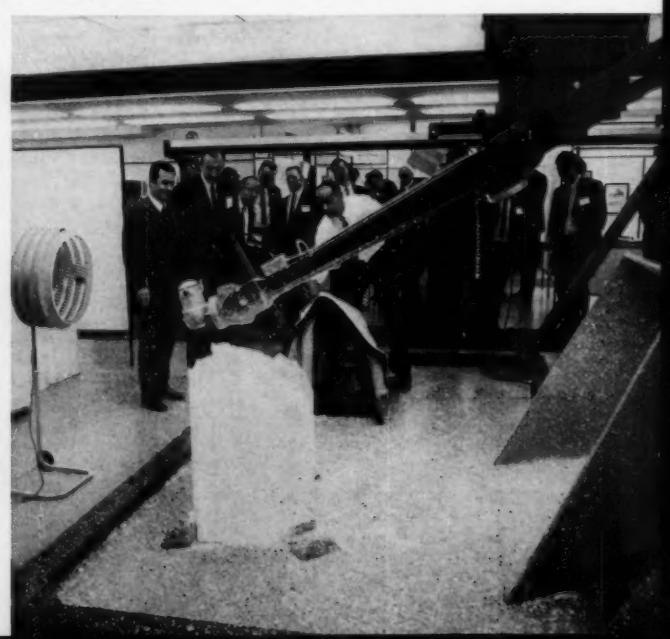
Off-the-floor sales reported by all 26 exhibitors during the 4½ day show amounted to almost $82,000, with projected sales for the next twelve months adding up to $1.1 million.

Introduced for the first time in Germany was a duplicating and profiler machine used in cutting right and left hand styrofoam patterns from the same model without changing the original set-up. Simco Pattern, manufacturer of the machine, reported specific interest from representatives of Ford and Volkswagen for the profiler. At the close of the show negotiations for the purchase of the machine by Volkswagen were initiated.

A new technique in die-making was shown for the first time in Europe by the Producto Machine Co. The company manager reported that he was swamped with offers from German distributors seeking to represent his product line. The machine on display was sold at the show.

PRECISION CENTERING MACHINE (above) is demonstrated by a representative of Central Automatic Products, Inc. Sales conversation takes place (be ow) with Pacific Roller Die Co. official (at left).

ELECTRONIC GAGING UNITS were shown (below left) by Federal Products Corp. An engineer for Federal's European agent (at right in photo) explains details. Automatic profiler by Simco Pattern, Inc. (below right) was one of show stoppers, as demonstrated by Simco president Lou Simon (at center).



Worldwide Business Outlook pages 13-22

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Sales of **Netherlands** natural gas in 1967 amounted to 6,900 million cubic meters, double the sales of the previous year. Of the 1967 total cited, 1,117 million cubic meters were exported. It is expected that 1968 sales will double again, to about 14,000 million cubic meters, of which approximately 4,000 million cubic meters will be exported. . . . ESSO Standard Eastern, Inc. and **Singapore's** Economic Development Board have announced an ESSO project to construct a refinery on an island one mile off the Singapore mainland. The value of ESSO's investment will be approximately U.S. $65 million, including the development work on the island and approach channel, construction of the refinery itself and working capital. This refinery, expected to be completed in 1971, will be Singapore's fourth and will be surpassed in size only by the now-expanding Shell plant. It will also be the largest U.S. investment in Singapore to date, equalling in value the estimated amount of U.S. investment already there. . . . The U.S. Department of Agriculture reports that in 1967 the United States was **Spain's** fourth largest supplier of unmanufactured tobacco, behind Brazil, the Philippines, and Cuba. Last year, Spain's tobacco imports from the United States rose nearly 106% to 7.8 million pounds, valued at $7.5 million (c.i.f.). . . . The year old joint venture of the **British** Oxygen Company and Air Reduction (BOC-Airco Cryogenic U.K. and BOC-Airco Cryogenic Corp. of New Jersey) received a $4.8 million contract from the Big Three Industrial Gas and Equipment of Houston, Texas for two air separation plants. Each plant will have a capacity to produce 2,100 tons of oxygen and nitrogen a day. The plants will be able to produce the gases in liquid form. The gases will be distributed from the plants by pipeline systems connected to users.

Record income paces India

Upturn is strongest in industries related to agriculture, after record crop year

Following record crops and an increase in national income to record levels for the Indian fiscal year which ended Mar. 31, the Indian economy continued to move moderately upward during the second and third quarters of calendar 1968.

The semi-annual Economic Trends Report from the U.S. Embassy in New Delhi says that the upturn is generally strongest in industries related to agriculture, but selective in other sectors of the economy. Rainfall during the summer monsoons was less favorable than in 1967, but crop prospects appear better than for any year except the record levels of 1967-68.

In the non-agricultural part of the economy, which accounts for nearly 50% of national income, moderate recovery is in evidence in nearly all areas, with the exception of heavy manufacturing. Production of consumer goods is moving upward. Manufacture of bicycles as a key consumer durable continued a steady growth. However, heavy manufactures and capital goods on the whole remain depressed.

Chemicals, pharmaceuticals and light electrical manufactures are among industries reporting strong demand and rising sales. Following a slowdown during the second and third quarters of 1967, production of motor vehicles for the first five months of 1968 exceeded 1966 levels and for the full year is expected to exceed 1966 totals.

While the United States is expected to continue to be India's leading supplier in 1969, the level of U.S. exports to India after the end of the current Indian fiscal year is likely to be adversely affected to some extent by reduction in U.S. aid levels. The greater part of this effect is unlikely to be felt during the next six months due to short-term availability of some foreign exchange due to India's slower than expected industrial recovery.

In recent years nearly 80% of U.S. exports to India have been directly related to the availability of foreign exchange under the U.S. and other foreign aid programs. Exports from the United States are expected to continue strong in fertilizers, foodgrains, chemicals, pesticides, and specialized machinery and equipment during the next six months. Maintenance exports and spares of U.S. origin are likely to continue to be purchased in moderately heavy volume.

The United States also continues to be the primary source of private foreign in-

MODERATE RECOVERY IS UNDER WAY in most areas of India's non-agricultural economy, except for heavy manufacturing. This furnace is at the Burnpur Works of the Indian Iron and Steel Co. (World Bank)

vestment capital for India. However, improvement in the prospective level of U.S. and other foreign private investment in India is largely dependent on acceleration of the Indian governmental decision-making processes affecting foreign investment.

The U.S. Congress reduced foreign aid levels substantially below amounts requested by the Administration. While the precise effect on the foreign aid program for any individual country is not determinable at present, the total development loan request, for example, was reduced from $765 million to $300 million—less than what had been planned for India alone. Overall levels on a multi-national basis can likewise be expected to fall well below last year's levels. The full effect of such reductions, however, cannot be assessed without reference to the probable extension for fiscal 1969-70 of the level of relief previously scheduled on Government of India obligations to other countries maturing during the coming year.

While short-term effects are likely to be moderate due to a lower recent rate of developmental imports which have corresponded to a relatively slow industrial recovery, the effect may be more severe during the new Indian fiscal year commencing in April 1969.

Indian demand for foodgrains, vegetable oil and tallow is expected to continue at relatively high levels. Resulting from rising demand in India and local expectation of moderately reduced domestic production during the current crop year, this is important both to U.S. trade as well as to the Indian economy.

More grain needed

Indian imports of fertilizer during fiscal year 1967-68 amounted to nearly 1.5 million tons (nutrient content), of which about 50% was supplied by the United States. During the five months ending in August, Indian imports of fertilizer are estimated at 678,000 tons. Import of fertilizers during the same five month period in 1967 amounted to 371,000 tons. While overall imports for 1968-69 are expected to clearly exceed the previous year's total, the comparative five-month figures cited should not be regarded as indicative of overall import trends due to variations in shipping schedules.

It is expected that Indian expenditures for fertilizer imports during the three-year period ending in March 1971 will exceed $1 billion. U.S. suppliers would be well advised to seek export opportunities not only for AID-financed fertilizers but also for those financed by India's own free foreign exchange.

Export prospects for industrial raw materials, components and spares for priority

Indian engineering firms get export orders worth $57 million

India has experienced success recently in finding export outlets for engineering products, particularly in Africa and the Middle East. In addition, an Indian company has just secured an order worth over $1 million from power utilities in Louisiana and Arkansas for transmission towers covering a supply line of 160 miles. This is the first such order from the United States.

Manufacturers-exporters of engineering products receive cash incentives from the Indian Government ranging from 10 to 25% of the export value depending on products. They receive steel supplies at international prices, which are cheaper than domestic prices, for manufacturing export products. Some of the export orders have been obtained by submitting bids on a consortium basis. From present indications, export earnings from engineering products in the current Indian fiscal year ending Mar. 31, 1969, may reach more than $100 million, or double that of last year.

Other orders include:

Exporter	Product	Value	Country of Destination
Crompton Engineering Co., Madras	Supply and erection of 330 kv transmission lines	$9.33 million	Nigeria
Kamani Engineering Corp., Bombay	Supply and erection of complete power transmission line	$9 million	Sudan
Consortium of power cable manufacturers led by Indian Cable Co. of Calcutta	Power cables	$4.65 million	not stated
Walchandnagar Industries, Bombay	Sugar manufacturing machinery	$906,000	Uganda
Easun Engineering Co., Madras	Transformers, sub-station equipment, towers, and related equipment	$2.79 million	Kuwait
Jaipur Metals and Electricals Ltd., Jaipur	Copper conductors and transmission towers	$6.7 million	Iraq
A consortium of State Trading Corp., Mukund Iron & Steel Works of Bombay, Braithwaite of Calcutta and K.T. Steel Industries of Bombay	Rail wagons	$10.26 million	S. Korea
Jessops Co. of Calcutta	Rail wagons	$2.23 million	E. Africa
State Trading Corp. and Texmaco of Bombay	Rail wagons	$3.33 million	Hungary
Hindustan Steel Ltd.	Steel pipes	$1.33 million	New Zealand
Guest, Keen Williams Ltd., Calcutta	Rail track materials	$700,000	Iran
Consortium of textile machinery exporters led by State Trading Corp.	Textile machinery	$5.33 million	UAR
Tata Engr. & Locomotive Co., Bombay	Tippers	$533,000	UAR

industries, and specialized machinery are likely to remain relatively strong during the remainder of the current Indian fiscal year.

In addition to agricultural commodities, fertilizers and pesticides, the gradually expanding Indian market is expected to offer significant export opportunities for American suppliers of specialized machine tools, food processing machinery, certain agricultural machinery and components, lubricating oils, sulphur, chemical pulp and medicinal and pharmaceutical products. The longer-term prospects are expected to be heavily dependent on the level of future U.S. economic assistance.

Investment outlook fair

The establishment of a Foreign Investment Board by the Government of India for streamlining the approval process relating to foreign investment has been announced. However, the effectiveness of new procedures remains to be proven in actual practice.

During the first six months of 1968, 18 Indo-American joint ventures were approved by the Government of India as compared with 35 for calendar 1967. This level compares, however, with a seven-year average of 56 approvals per year for the period 1961 to 1967. While overall dollar investment levels remain relatively high, this appears to reflect a concentration on a smaller number of larger projects than in the recent past. Companies currently report that the processing time for applications is likely to be lengthy.

Despite procedural uncertainties and delays, however, the present outlook is for a continuing moderate increase in the level of U.S. private investment in India. U.S. companies since 1962 have provided more than half of the total net private foreign investment capital for India.

Negotiations in process indicate the likelihood of a moderate increase in U.S. investment in India in 1969. Investments in the fertilizer industry are likely to predominate. Significant growth is expected in pharmaceuticals, chemicals, farm machinery, electronic equipment and other products requiring sophisticated technology.

While food prices declined compared with the same period of 1967, most industrial raw material prices remained near last year's levels after moving seasonally upward during the summer. Grain procurement policies of the Government have tended to sustain prices to the farmer. Rural income is unlikely to equal the record income resulting from the excellent 1967-68 crop year.

Improved purchasing power in rural areas is being reflected in increased sales of agricultural equipment, including tractors, farm machinery and small irrigation equipment of importance to the rural economy. Agricultural tractor manufacturers generally report record order backlogs. Several leading Indian manufacturers of basic consumer necessities have recently commenced plant expansions to serve a growing rural demand.

FERTILIZERS AND PESTICIDES played a big part in the record crops which produced an all-time high national income in India last year. This farmer near Aligarh is now using AID-furnished fertilizers.

Sales of such consumer necessities as soaps and toiletries are reported strong, and such key indicators as production of cotton textiles, bicycles, hurricane lanterns and flashlights continue to move up from the levels of a year ago. Invigorated marketing efforts for the current year by various leading manufacturers serving rural markets appear to be achieving generally satisfactory results in improved sales and profits.

Regionally the pattern of recovery varies, and is least favorable in Eastern India. In West Bengal the outlook is clouded by uncertainties over the statewide elections expected during the last quarter of 1968, as well as by uncertainties over the probable level of governmental spending for products of heavy industry of particular importance to the Calcutta region. On the other hand, rural crop prospects in Bihar and West Bengal are favorable.

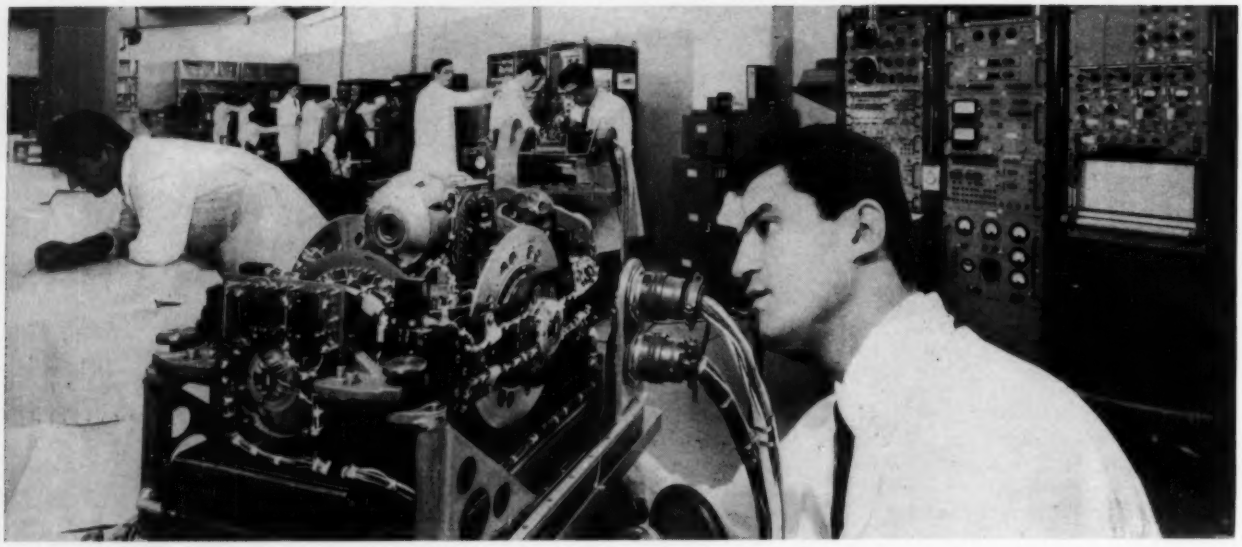
In Western, Northern and Southern India generally, the outlook for industrial expansion is moderately good and in some industries strong. Fertilizers and chemicals related to the rural economy are expected to show significant growth during the next twelve months, and demand will continue to outstrip domestic supply.

The production and sales outlook for products of importance to the agricultural economy is strong. Favorable prospects also exist in commercial road transportation equipment, rubber products including tires and tubes, selected chemicals and pharmaceuticals, containers and packaging materials, paper products, aluminum and non-ferrous metals, selected scientific instruments and light electrical equipment. However, the prospects remain generally slow for fabricated steel products, heavy industrial machinery, general purpose machine tools, railway freight cars and heavy steel mill products.

During the 1967-68 fiscal year, national income increased by 9.1% according to the quick estimates of the Central Statistical Organization. This was due largely to recovery in agriculture from the low levels of the preceding two years. Income from agriculture rose by 20.3% in 1967-68, with only marginal increases in other sectors.

Winter growing conditions are unlikely to equal the near optimum of 1967-68 however, and the overall outlook for significant increase, if any, in national income in the current fiscal year remains dubious.

Although conservatism is expected to govern the government's development expenditures, some further measure of deficit financing is anticipated. Governmental investment restraint is likely to affect principally capital goods and heavy manufacturing industries which are heavily dependent on government business. These industries continue to report unutilized capacity.



ITALY IS A FAST-GROWING MARKET for U.S. scientific and technical instruments. Here, a technician tests an inertial platform at Litton Italia's Rome plant.

Italy offers prime market for U.S. scientific, technical equipment

Kennedy Round tariff cuts should be great help to American firms; use of some types of imports jumps as much as 60% in year

Italy continues to offer a promising market for U.S. exporters of scientific, industrial and technical instruments and equipment. Italian use of this equipment has been rapidly growing for some time, with certain product categories registering increases of nearly 60% during 1966-67. As much of this rising demand has been satisfied by imports, U.S. firms should carefully consider this sector of the Italian market when planning export operations.

The complete removal of industrial tariffs for intra-EEC trade is not expected to have a significant effect on the Italian scientific instruments and equipment market as the existing duties for most of the products in this sector were already low within the community. Kennedy Round tariff cuts, on the other hand, should be of great help to American firms by placing them on a more competitive footing with EEC, particularly West German, producers within the Italian market.

Measures enacted by the Italian Government designed to expand private investment and maintain economic growth at the brisk pace of the last few years would seem to insure the continuation of strong domestic demand for scientific and technical instruments and equipment.

This program, recently passed by Parliament, includes provisions to stimulate direct productive investment, both by private and state-controlled industry, to provide government aid in financing applied research, and to support small and medium industry.

The immediate future of the industry as a whole thus would seem to hold excellent prospects for American exporters—favorable tariff picture, good investment climate, balanced growth in demand, and large public expenditures in the areas of research and health.

The entire year of 1967 and the first half of 1968 were satisfactory periods for the Italian scientific instruments and equipment market. Apparent domestic consumption increased by a somewhat larger margin than production, with the resulting slack being taken up by the rapid growth in foreign trade, especially by imports of electronic and electronic measuring instruments. Italian manufacturers expanded production slightly, through more efficient use of plant and equipment.

There were no known mergers in 1967, and most industry representatives continue to feel that small to medium corporate size is best in this field.

Optical instruments and accessories—The Italian market for optical instruments definitely exhibits long run potential as it seems to be following U.S. trends, but with a lag of about ten years in terms of per capita consumption. As demand is becoming increasingly more sophisticated, the market should be of notable interest to American producers.

At present, most basic instruments are produced in Italy or imported from Germany, Austria, Switzerland and, to a les-

Kennedy Round cuts

Average Kennedy Round tariff cuts for scientific and technical equipment made by Italy and now in effect include the following:

Optical instruments and accessories, 30%; electric and electronic measuring equipment, 50%; medical, dental and surgical instruments and equipment, 30%; laboratory and research equipment, 40%, and aeronautical instruments, 40%.

For further information concerning specific products included within these headings contact the Office of International Regional Economics, BIC, Washington, D.C. 20230.

ser extent, Japan. Imports from the United States are principally in the field of electronic products and accessory equipment.

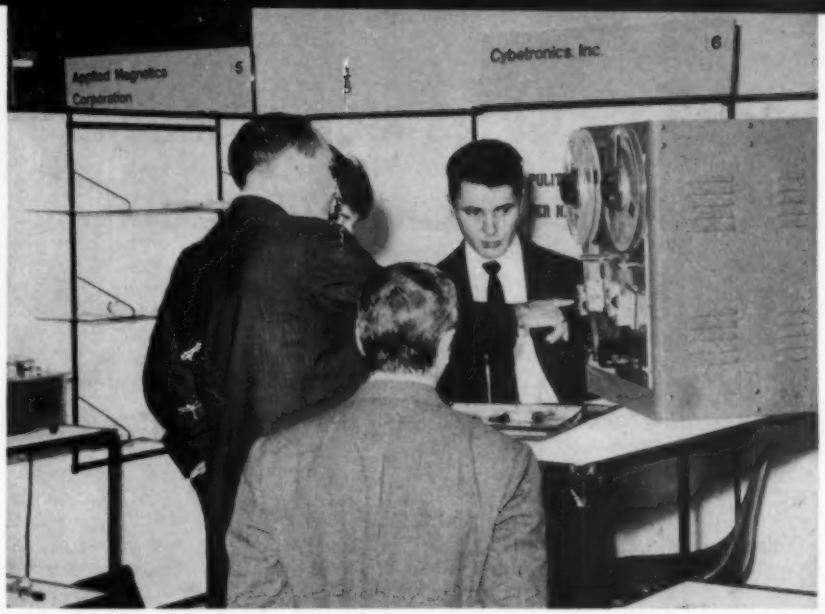
Although in certain categories such as surveying equipment, the lack of U.S. imports can be explained by the lack of important U.S. producers, in others the reason can only be commercial apathy for the Italian market. An excellent case in point is the "International Exhibit of Precision Engineering" in which most of the important European producers are exhibiting, but in which neither of the two important American firms in the field expressed any interest.

Medical, dental and surgical instruments and equipment—Italy remains an excellent market for medical, dental and surgical instruments and equipment, as it imports about one-third of its total needs in this area and exports less than one-eighth what it imports. Germany and the United States are Italy's most important foreign suppliers, and American equipment is very highly respected, especially in the dental field, where present Italian requirements and production are quite sophisticated.

In addition to items recommended in the past for U.S. promotion, such as electroencephalographs and blood and tissue storage equipment, the following items were identified as having particularly good market potential in Italy as a result of being displayed at the "Advanced Medical Equipment Show" held at the Milan Trade Center last February: pacemakers, aspirators, intensive care equipment, artificial kidney machines, and advanced surgical and prosthetic instruments and equipment.

The Five-Year Economic Development Plan for Italy for 1966 to 1970 provides for the expenditure of 5,505 billion lire (625 lire = US$1) in the general area of health, of which 380 billion is for new investment and 5,125 billion for materials and personnel, excluding general operating expenses and costs of administration. How much of the 380 billion could end up as investment in new equipment is impossible to estimate, but the amount could be substantial.

Electric and electronic measuring equipment—Italian producers of electric and electronic measuring equipment are experiencing some difficulty, despite a 20% increase in domestic consumption during 1967. This difficulty may be partially attributed to the fact that much of this increase was centered in products of an advanced nature which are not presently manufactured in Italy. In any case, prices did not increase during this period despite increases in Italian production costs, and even vigorous sales abroad were inadequate to assure manufacturers the profit margins necessary to make new investment.



ON-THE-SPOT DEMONSTRATIONS are one of the chief advantages to firms which exhibit technical items at the U.S. Trade Center in Milan. This Cybetronics representative is showing a magnetic tape cleaner.

In such a climate, U.S. exporters would be well advised to concentrate on advanced equipment whose demand in Italy is not crucially affected by price consideration. These products include oscilloscopes, measuring bridges, impulse generators, graphic recorders and oceanographic equipment. The September exhibition on "Electronic and Electrical Characteristics Measuring Equipment" at the Milan Trade Center identified two products of exceptional interest for the Italian market: solid state sweep signal generators and very advanced telephone transmission measuring equipment.

Laboratory and research equipment—The best possibilities for American exporters of laboratory and research equipment continue to be advanced products not available from EEC sources, plus good competitively-priced physical testing equipment, analytical balances, and similar items. Italy's Five-Year Plan is expected to provide 1,140 billion lire for research expenditures from 1966 to 1970, representing 0.6% of national income in that period.

Aeronautical instruments — Ground control instrumentation and related equipment for airports appear to be the most promising field for American manufacturers of aeronautical instruments, as the Plan schedules 140 billion lire for airport construction during 1966-70. Such expenditures are expected to encourage the expansion of civil aviation. A major project presently under way is located at Sant'Eufemia, in the province of Reggio Calabria, where a new international airport will be constructed to serve the south of Italy.

ZEROING-IN ON PRIME ITALIAN MARKET, Control Data displayed its 3200 computer at another show in the Milan Trade Center.

Danish measures slow inflation, but bring economic stagnation; trade deficit remains unchanged

Imports remain near 1967 level; industrial exports up 15-20%; Nordic Union idea may improve bargaining position with EEC

The Danish Government's restrictive fiscal policy with about 20% increase in both income and sales taxation has been partly successful in checking inflationary developments but has also brought the economy to the point of stagnation.

Imports are unchanged from 1967, according to the semi-annual Economic Trends Report from the U.S. Embassy in Copenhagen. Farm exports are stagnant but industrial exports have regained momentum at the annual rate of 15-20% expansion.

Excluding the rather large Danish imports of ships and aircraft in 1968, the import increase hardly accounts for more than the devaluation cost increase. Fuel imports have been larger than last year, consumer goods largely unchanged, while raw materials, particularly industrial equipment, started low and have slowly approached last year's level. Grain and fodder imports are down.

Exports, which apparently received an immediate boost from the devaluation, show reversed trends with a 15% rise at the beginning of 1968 and a somewhat slower growth later. Farm exports increased in quantity but at lower prices (the United Kingdom devalued twice as much as Denmark). Canned goods and fish are doing well. Most significant, exports of manufactured goods regained some of the momentum of previous years, and large deliveries of new ships helped gild the export account.

With the terms-of-trade made less favorable by the devaluation, the trade deficit is about unchanged from last year and Denmark must rely upon better earnings expected from shipping and, to an increasing extent, income from licenses and foreign subsidiaries, in order to reduce the recurring payments deficit to a manageable size.

The Government's hope that the bitter medicine of a short period of economic restraint might be a lasting remedy for the situation has turned into recognition that this policy has merely returned the economy to the dilemma of the early 1950's, when measures to stimulate an under-employed economy were complicated by reserve problems. The consequent decision by the Government was for rather extensive borrowing in the German and Swedish markets in order to reestablish exchange reserves at the comfortable $500 million level attained in 1963-64.

Recently, the Nordic union idea, politically dormant since its failure prior to Danish and Norwegian NATO entry in 1949, has become reactivated in the economic field with the objective of establishing a united Nordic front in negotiations with the European Community.

Day-to-day Nordic cooperation has provided a common labor market, reciprocal welfare benefits and various legislative coordination. However, the current project, drafted by a departmental working group for submission to the Nordic Council session next March, envisages a broader economic union incorporating a customs union, a common capital market and, hopefully, agricultural market liberalization.

Would hit U.S.

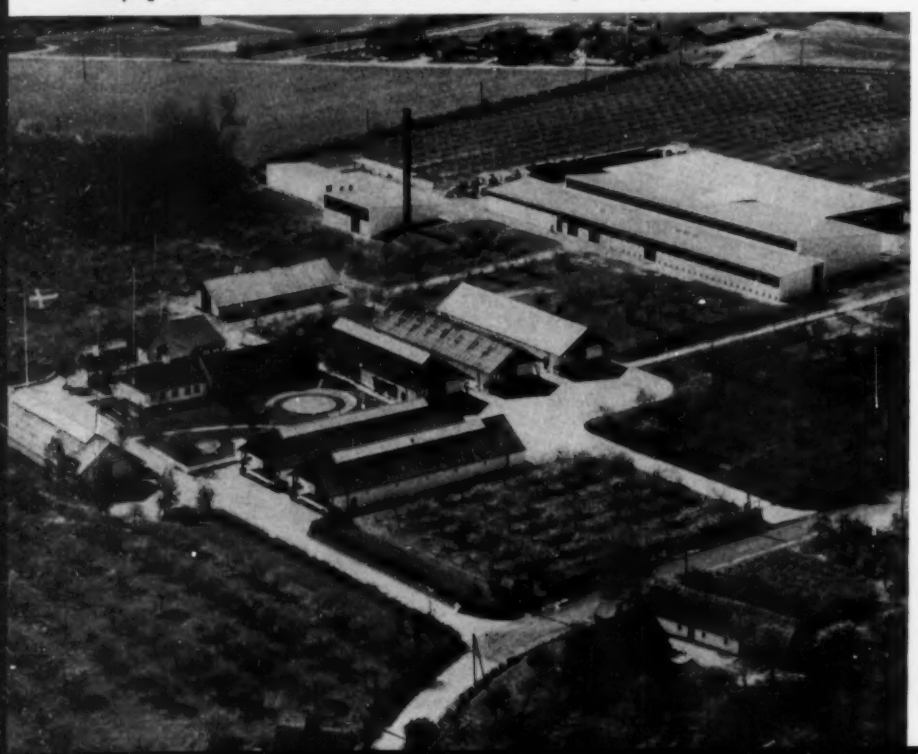
In view of the low Danish tariffs (2½% of total imports), the establishment of a Nordic common external tariff approaching the EEC concept but with preservation of the already implemented EFTA liberalization for industrial goods, would mean higher tariffs on most Danish imports from non-EFTA countries. This would hit West Germany and the United States significantly.

Preliminary proposals for common tariffs for textiles and metals goods caused immediate and violent objections from Danish business. The Danish Government must produce striking benefits for Denmark in order to overcome business resistance toward the project. Agriculture thus far has expressed only scepticism.

The continued stagnation and decline of Danish meat and dairy product exports, caused primarily by EEC protectionism but recently aggravated by U.S. cheese import quotas, account for a 6% reduction in 1968 in the number of hogs (down 535,000 head) and a 4% reduction in meat and dairy cattle (down 133,000 head). The trend is clearly away from diversified farming and into grains and seeds.

Grain imports from the United States dropped 36%, oilcake and seeds 16% without prospect for improvement as seasonal import restrictions for grain have

MEASURES TO SLOW DOWN INFLATION have brought the Danish economy to the point of stagnation, helping to revive talk of a Nordic Union. This is the Cherry Heering distillery at Dalby.



been extended until next summer—with marginal quota adjustments for corn and milo. Meanwhile, the Danes are trying hard to dispose of their own grain surplus.

The current unfavorable investment trends make the industrial equipment market rather sluggish. Imports from the United States are up only 3% in post-devaluation prices, hence probably down slightly in actual terms. There is still a developing market, particularly for data equipment and other labor-saving devices, but sharper competition must be anticipated from domestic as well as foreign (British, German, Swedish) suppliers.

Despite the cost discrepancy caused by the devaluation, industrial and commercial exchange with Sweden is much strengthened as Danish industries to an increasing extent become sub-contractors for Swedish industry.

Intensified Danish competition

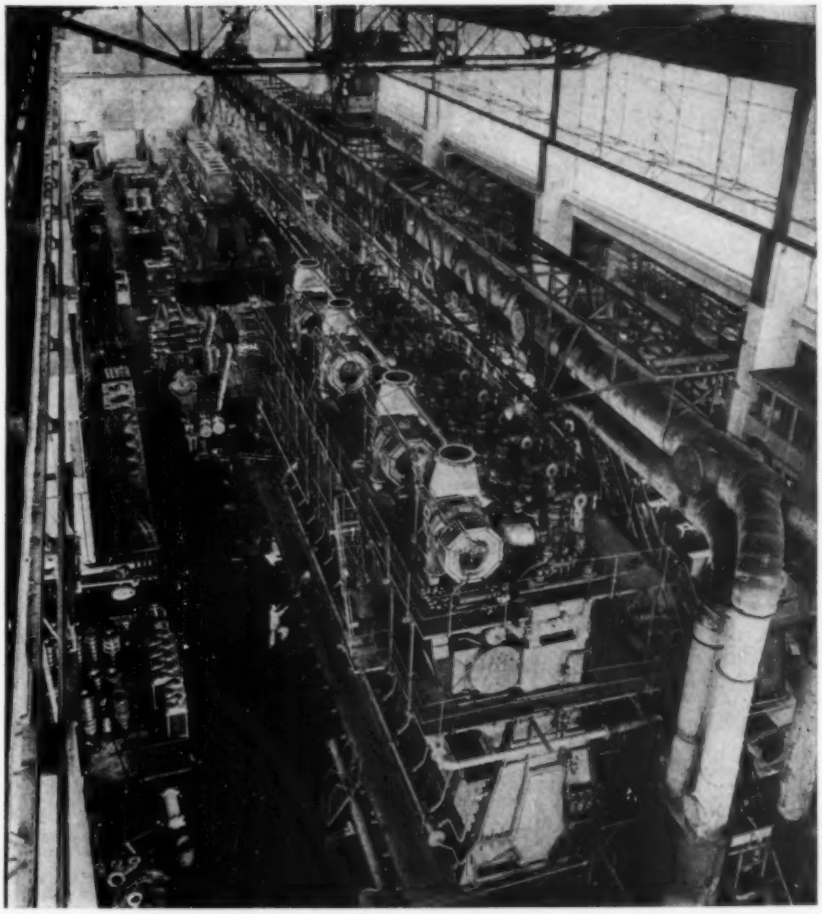
The Danes are struggling to keep markets for their traditional breakfast items and apparently have been successful in recapturing some of their ham markets; they are doing less well with regard to cheese and eggs. Helped by devaluation gains and by the recently registered moderation in cost increases, strong efforts are being made to reestablish the rate of expansion for industrial exports which has financed most of the Danish economic growth since 1958.

Danish industrial equipment seems competitive in both American and European markets and electronic components and organic chemicals (pharmaceuticals, enzymes) are also selling well. Current conditions give Danish exporters a stronger competitive position in both the United States and Europe, and may call for a more vigorous effort by American exporters in the Danish market.

Danish economic activity has remained sluggish throughout the year and prospects for recovery are uncertain. Manufacturing picked up slightly in the third quarter, stimulated by rising exports, but the home market dropped off further under the impact of higher taxes. Construction is still active but a sharp drop in building starts for both business and residential construction point toward a slowdown.

Farmers had a record grain harvest—10% over 1967—but production of the dominant farm commodities—meat and dairy products—is stagnating as export market problems are aggravated. Farmers' net income is down despite increased subsidies.

Unemployment throughout 1968 has remained at twice last year's rate and will stay high during the winter when both agriculture and the construction industries lay off workers.



DENMARK'S INDUSTRIAL EXPORTS are running 15-20% ahead of their 1967 levels, despite an economic slowdown. This Copenhagen firm has made diesel engines for ships throughout the world.

Manufacturing has considerable idle capacity. Thus far there is no indication that the more ample and cheaper money supply has encouraged new investment; plant construction starts dropped 40%. Investment recovery may depend on further export gains, somewhat uncertain in view of anticipated American and British domestic restraint measures, and upon home market recovery from the tax shock.

Recent foreign borrowing by the Danish Government may indicate an intention to ease the fiscal restraint policy at the risk of forfeiting some of the newly-gained improvement in price stability and in the balance of payments.

Higher taxation and a continued price rise more than absorbed the 8-9% income increase and private consumption dropped about 1% in 1968. Garment sales are down 8%. Consumer durables hold their own only at the cost of price reductions, while other household furnishings dropped 10%. Car sales, despite a temporary increase prior to the April tax rise, are 10% under last year's level but with signs of recovery in the third quarter. Buyer reluctance hit the booming housing sector and home starts began to drop—markedly for one-family units. Retail trade may be stimulated by wage escalation in the last quarter, but prospects for 1969 are uncertain in view of unsettled labor contract bargaining.

Business gains curtailed

Corporate profits are up only in export industries, although some home market industries were helped by the higher cost of imports caused by last year's devaluation. Business gains were curtailed also by continued price and profit restrictions.

Despite an easy money market, business investment dropped off, primarily reflecting reduced plant investment, but equipment purchases—other than ships and aircraft—presumably fell too. The

small industrial inventory accumulation was more than offset by reductions in farm livestock. The public sector alone showed continued expansion at rates of 6-8% in both expenditures and investment. Local governments, their liquidity improved by the income tax increase, initiated many new construction projects. Total domestic demand is unchanged or slightly down from 1967 and, although the payments deficit may become somewhat reduced, the overall growth rate will at best be nominal.

Tax measures hurt

While the various tax measures hit the already slackening economy hard, they apparently accomplished their goal of curbing inflation, helped a good deal by the price and profit restrictions introduced in 1967 and recently submitted for extension until mid-1969. Consumer prices, adjusted for the indirect tax component, have been rather stable in the second half of 1968, and the price impact of the devaluation has not been unduly strong.

Industrial wages, on the other hand, are up another 8-9%, partly from previous contractual concessions and partly from automatic escalation, reflecting the momentum of earlier price increases. Based on present trends, further wage escalation in 1969 is unlikely. New labor contracts for 1969/71 may, despite some trade union militancy, be moderate, even if the government must buy income restraint with compensatory tax relief.

The official discount rate, which the central bank increased by one full percent after the devaluation in November 1967, has been reduced to 6% by steps during 1968, or one-half percent below the pre-devaluation level. The remaining restrictions on bond financing of residential and business construction have also been lifted.

Recently, bank customers began to draw funds for tax remittance purposes and the banks sold bonds again, forcing the central bank into very extensive open market support in order to preserve the newly gained interest reduction. This was a derivative effect of fiscal policy, reflecting the prolonged intervals between tax collection by business and revenue remittance to the Treasury—a Danish tax feature of political rather than economic expediency, since it largely ruins the highly praised anti-cyclical benefits of the value-added tax system.

The platform of public austerity and fiscal restraint and, conversely, an easy and cheaper money supply to help business, which carried the present Danish Government into office last February, was implemented by the 25% rise in the value-added tax on Apr. 1 (from 10 to 12½%) and subsequent 20% income tax increase for fiscal 1968-69.

Fiscal paradox

The central bank, after some procrastination, played its designated role and eased monetary restrictions. Subsequent developments, however, faced the government with the fiscal paradox of an overkill of domestic demand paired with the first budget deficit in years.

The value-added tax rise had immediate effects on an already sluggish consumer market which the subsequent income tax increase depressed further. This reduced revenues from traditional spot taxes (automobiles, liquor, tobacco) and the prolonged respite granted in remitting tax proceeds to the Treasury—in effect a hidden subsidy to farmers—further reduced revenue in government accounts.

At the same time, cash subsidies to farmers to prevent scheduled food price increases and much larger than budgeted unemployment benefits boosted the expenditure side of the budget. Local governments, who found that tax structure revision rendered higher income tax revenues than expected, expanded their construction programs. Despite the extra liquidity offered business, the slackening of domestic demand discouraged new private investment. Contrary to government designs, the result is much higher public spending than last year at the cost of the private sector, with some deferred fiscal tightness, presumably, still to hit money supply during the slack winter season.

International frustration

Growing anxiety over agricultural export prospects and frustrations from continued French opposition to an expansion of the European Community keep the Danes busy exploring the possibilities of the Benelux proposal for expanded trade relations between EEC and applicant countries and trying to preserve traditional Danish food markets in Germany. Denmark maintains its application for membership in the EEC together with the United Kingdom, but only isolated voices advocate a separate Danish accession.

Adverse reactions are registered to American or any other import restrictions for cheese and other foods.

World Bank loan to Morocco aids private industries

Development finance company gets $15 million to assist tourism

The World Bank is making a loan of $15 million to the Banque Nationale pour le Developpement Economique (BNDE), a development finance company in Morocco, to provide it with additional resources to spur the growth of private industry and tourism.

With its many natural advantages, including a good climate and nearness to Europe, Morocco has excellent prospects for attracting more of the tourist traffic in the Mediterranean area. BNDE has also been active in promotional work in the industrial sector, in such areas as plastics, cement, fish-meal, olive oil, bottling and refrigeration.

Established in 1959, BNDE is the largest institutional source of medium and long-term finance for industrial and tourism enterprises in Morocco. BNDE also subscribes to shares in new or expanding businesses, helps to set up new companies, guarantees investments made by other institutions, and discounts medium-term credits made to development projects by commercial banks.

Where money goes

By the end of 1967, BNDE had made available financial aid to industrial and tourism enterprises in Morocco totaling more than the equivalent of $128 million. Most of this assistance went to food and beverage industries, power and mining, textiles and petroleum projects.

There has been a considerable increase in BNDE activity in recent years. Total financial assistance approved by BNDE has risen from $6 million in 1964 to nearly $25 million in 1967. Some 71% of the financial aid approved in the last two years went to privately sponsored projects. BNDE finances non-private enterprises only when private capital to carry out such projects cannot be found on reasonable terms.

The new $15 million loan is the third made by the Bank to BNDE, and will help the organization fulfill its foreign currency commitments to private industrial and other productive enterprises in the Moroccan economy.

Oil strike brings glimmer of hope to Dahomey's economic prospects; short-term U.S. trade outlook dim

Oil operation should give all U.S. firms a boost; French domination, preferential EEC tariffs limit trade potential

The return to civilian government in Dahomey has brought greater awareness of the basic developmental needs of the country and more interest in the role of private investment, according to the annual Economic Trends Report from the U.S. Embassy in Cotonou.

The country continues to face the problems of a growing population, low productivity and annual budget deficits. However, the discovery of oil offers possibilities for a brighter future. Oil production by itself will of course not solve Dahomey's problems, but the economic stimulation it should give the country will help encourage other investment.

The oil field is being developed by Union Oil Company of California, and the opportunities for sales of American oil field equipment and services should boost American business locally. At the same time the traditional American exports to Dahomey, rice and leaf tobacco, may decline in value because of changing local market conditions.

Exports to the United States increased in 1967 to about $2.2 million from about $1 million in 1966, and with increased palm oil production in 1968 are expected to rise again. Imports from the United States also increased; the increase, however, was small—from $1.6 million in 1966 to $1.8 million in 1967.

Oilfield supplies needed

A decline in the major imports from the U.S.—leaf tobacco and rice—is anticipated, but Union Oil Co. is expected to begin development of its offshore holdings late in 1968. Although general drilling operations will not benefit the local economy directly, advance construction of onshore support facilities and operation of these facilities are expected to boost local business. Of principal interest to American businessmen will be the developing sales potential for oil field supplies and services.

Although the current dollar value of U.S.-Dahomean trade is small, the prospect of local investment by a major American firm increases the opportunities for American exports. Outside of this specialized area the problems of French domination of the local market, and the preferential tariff system which favors the EEC countries make prospects for further expansion of U.S. trade in Dahomey dim for the immediate future.

Chiefly agricultural

The Dahomean economy is primarily agricultural, with 89% of the population living in rural areas. The new government is studying plans to augment the narrow industrial base of Dahomey, where official estimates note that industry contributes only about 9.5% of the gross national product.

In 1964 the per capita gross national product was estimated to be $70 to $75 per year. Political and economic uncertainty has caused those figures to remain constant. Agricultural production has increased somewhat in recent years, but per capita agricultural production in 1967 was estimated at only 103% of the 1957-59 base period. Wage levels have remained constant; however, increased taxation and unemployment probably have resulted in a decline in purchasing power.

Political instability has been the major factor contributing to the stagnation of the Dahomean economy. Since independence in 1960 Dahomey has had three military coups, two interim military regimes and has recently installed its fourth administration.

Extends tax

Trying to reduce its chronic deficit, the Government of Dahomey extended a 25% solidarity tax to employees in the private sector in the summer of 1966. Extending the tax to the private sector had a dampening effect on an already weak economy. Labor opposition to the previous military government's imposition of the 25% solidarity tax was to a considerable extent instrumental in that government's overthrow. One of the priority goals of the Zinsou Government is to reduce the solidarity tax. It hopes to initiate programs to relieve urban unemployment and to provide incentives to halt rural migration to the cities.

Exports fluctuate

Although exports in 1967 increased over 1966, returning to the 1964-1965 level or higher, political instability in the first seven months of 1968 may cause a decline in exports for 1968. Tentative data show that exports in 1967 amounted to $15.3 million and to $10.5 million in 1966.

Although there was a slight drop in imports in 1966, there was a continuation of the earlier strong trend toward increased imports in 1967. Because of sharp budgetary restrictions, it is likely that imports will not continue to climb in 1968. Imports were valued at $43.8 million in 1967 as compared with $33.8 million in 1966.

The French guaranty of convertibility for the CFA Franc has enabled Dahomey to avoid the consequences of its heavy trade imbalance. However, threats to the French franc and the temporary reimposition of exchange controls following the spring riots in France may also have had a restricting effect on the level of Dahomey's imports.

The availability of both short and long-term credit in Dahomey seems to have declined since 1963. Little local risk capital is available for the small investor. However, adequate banking facilities exist for foreign firms wishing to do business in Dahomey. In view of continued government austerity measures, uncertain business conditions and recurrent labor unrest, this tight money situation is not expected to ease in the coming months. The money supply has remained relatively constant during the last four years, reflecting the sluggish condition of the local economy.

Brighter future?

Although transit shipments through the Port of Cotonou did not reach the level anticipated for 1968, they did increase and have given a boost to the local economy.

The brightest spot on the Dahomean economic scene centers around the discovery of oil in the spring of 1967 by Union Oil Company of Dahomey, a wholly-owned subsidiary of Union Oil Company of California. If the company continues with its plans to develop this offshore field, onshore operations in the port area should provide a boost for local business. The prospect of petroleum operations may also improve the climate for foreign investment.

British Columbia building boom opens good chance for sales of specialized U.S. equipment

Construction firms expected to spend $900 million in '69; building materials show will give U.S. goods a showcase

By CORNELIA A. BRYANT

U.S. Consulate General, Vancouver

The City of Vancouver, in Canada's province of British Columbia, is currently witnessing a large increase in office building construction to satisfy the growing demand for office space by both public and private organizations. Building permits issued for the Vancouver area through August totaled C$132 million compared with C$129 million for the same period in 1967.

At present, few imported materials and equipment are used in the building construction industry in British Columbia. However, there are certain items of equipment, such as large traveling cranes, which cannot be supplied from Canadian construction. There may be a market for United States exporters of such specialized equipment, or certain construction items which are so superior to their Canadian counterparts as to warrant builders' paying the higher price which would be involved.

The Amalgamated Construction Association of British Columbia estimates that there will be a total expenditure by construction firms in the province of $900 million in 1969 for supplies, equipment and labor. In view of this sizable expected expenditure, the Association is planning to sponsor the First Western Construction Materials and Equipment Show on the grounds of the Pacific National Exhibition in November 1969. The Show is expected to cover an exhibit area of approximately 80,000 square feet. U.S. firms, especially those already represented in the area, will have an especially good chance to advertise their products to a specialized but sizable market at this show.

The new construction is taking the form of numerous individual structures as well as large complexes which will help to revitalize the downtown core of Vancouver, particularly the waterfront area. Firms in the process of establishing Western Canada regional headquarters will find it easier to locate suitable office space.

The most noteworthy projects are Project 200 and Pacific Center, totaling some C$385 million in scope. The former project, a commercial, residential, and office complex, will encompass some 23 acres and will involve the redevelopment of eight square blocks in the shabby waterfront area of Vancouver with an estimated expenditure of C$300 million over the next 15 to 20 years. Partners in Project 200 Properties, Ltd. are Woodward's Stores, Simpson-Sears, Marathon Realty (a subsidiary of Canadian Pacific), and Grosvenor-Laing, a large real estate developer.

Tenders were opened on Sept. 6 for the first segment of Project 200, a six-story, C$2 million building for Canadian Pacific Telecommunications. Construction will begin almost immediately after the contract is awarded. Further construction will have to await a change in zoning from industrial and commercial to one of comprehensive development.

The second stage of Project 200 will be the development of Canada Square, a four-acre, C$50 million federal government complex; construction will begin in February 1969, for completion in 1972.

Other proposed projects are department store facilities for Woodwards and Simpson-Sears. The final phase for 1975-85 will consist of a residential segment of townhouses and high-rise apartment buildings.

The second important project is the Pacific Center, a six-acre site covering two square blocks in downtown Vancouver and requiring an investment of some C$85 million. One block will contain an Eaton's Department Store, a hotel and office tower, and a plaza area. The other block will contain two 31-story office buildings separated by an open plaza; both will employ wide utilization of underground space.

In the vicinity of Pacific Center, the provincial government is planning to construct a 50-55 story office building at an estimated cost of C$45 million. Plans are being drawn up by the Department of Public Works. The building will contain some 1½ million square feet of floor space and will be constructed in stages over the next four or five years.

Other projects of note which have been completed or are nearing completion are the 12-story, C$4 million Westcoast Transmission Company Building, the three-story, C$1 million Moore Building, the 18-story Bentall Centre #2 (total of C$20 million invested in conjunction with tower #1), the 27-story C$14½ million MacMillan Bloedel Building, and the 24-story, C$10 million Guiness Tower.

VANCOUVER'S BUILDING BOOM is creating a market for specialized building equipment, which the United States is in a position to supply. Below, an aerial view of the Pacific Coast city's harbor area.

New Finnish budget assumes good 1969, economic recovery

Government outlays to decline; no new tax increases asked

The Finnish Government has submitted to Parliament its national budget proposal for 1969. The proposal calls for total government expenditures of Fmk. 9.2 billion ($2.2 billion), a smaller amount than was spent in 1967. The Government will not ask for any tax increases. Total borrowing authority will be limited to Fmk 550 million ($131 million).

The new budget rests on the Finnish Government's analysis that 1969 will be a good year for Finland's economy. The Government's assumptions include the following:

- Finland will recover fully from the economic slowdown of 1965-67. The gross national product is expected to register a real advance of 6% in 1969;
- Domestic investment will be the most important factor in promoting increased economic growth;
- Foreign demand for Finland's exports will continue to improve next year;
- Finland's balance of payments on current account will again show a surplus (the current account balance is expected to register a surplus this year, the first time in this decade);
- Wage and price levels will be effectively restrained through the stabilization agreement reached by all major economic interest groups in early 1967 (INTERNATIONAL COMMERCE, May 27, 1967); and
- Unemployment will be reduced as the economy gathers strength.

The new budget calls for a 28% increase in housing construction assistance, an 8% rise in education expenditures, a 10% increase in medical care, and a substantial rise in foreign aid. On the other hand, it calls for cutbacks in agriculture (4%) and defense (4%). The Government intends to submit legislation later which will encourage farmers to reduce agricultural output by leaving land fallow.

The Government presented the new budget to Parliament on Oct. 4. Parliamentary consideration of the budget normally takes several weeks.

Venezuelan state steel firm invites bids on electrolytic tinning, flat products plant

The Venezuelan Government steel company, Siderurgica del Orinoco, C.A. (SIDOR), has invited specified companies to bid on an electrolytic tinning line and a flat products plant. Bids are to be submitted by Mar. 5, 1969. Congressional authorization for the necessary borrowing of $70 million has not yet been provided.

The two projects are part of an approximately $155 million expansion which is expected to involve $85 million in equipment imports. Other projects planned are an oxygen plant, for which bids have already been submitted, a recuperative type soaking pit for heating steel ingots, and a scarfing machine for surface conditioning of steel blooms and slabs. The new equipment is expected to go into operation in 1972, with an annual capacity of 750,000 metric tons of tinplate and hot and cold rolled products. Initial output is expected to be approximately 500,000 metric tons.

Firms invited to bid on the tinning line are Head Wrighton and Co., Ltd., Wean Industries, Inc., and the Davy and United Engineering Co., Ltd. Those invited to bid on the flat products plant are the Davy and United Engineering Co., Ltd., an American consortium (Wean Industries and the United Engineering and Foundry Co.), a Japanese consortium, and a Belgian-German consortium.

Jordan announces tariff changes on imported motor vehicles, related products

Jordan has announced tariff changes, effective Sept. 11, on motor vehicles and related products. The move affects vehicles for the transport of persons, goods, or materials; chassis fitted with engines, for motor vehicles; all parts for internal combustion piston engines; parts and accessories for motor vehicles; and transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing, flywheels, pulleys and pulley blocks, clutches and shaft couplings.

Customs duties on motor vehicles have been changed from compound rates to specific rates, which will be levied on the weight of the vehicle on the day of clearing or on the weight shown in the catalog, whichever is greater. For example, the duty rate on vehicles for public transport which run on gasoline, if the weight does not exceed 1,000 kgs. net, has changed from 78% and valorem plus 50 fils per kilo to 450 fils per kilo (1 fil equals $0.0028).

For additional information, **write:** Near East-South Asia Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230. When requesting such information, the product should be identified by its Brussels Tariff Nomenclature, the UN Standard International Trade Classification, the U.S. Schedule B export commodity number, or by a complete product description.

Tariff Commission hearing to study wool fabric imports

The U.S. Tariff Commission will hold a public hearing Nov. 14 in connection with its investigation into imports of certain wool fabrics. All interested parties may attend, produce evidence, and be heard at the hearing.

Persons desiring to appear at the hearing are required to notify the Secretary of the Tariff Commission, in writing, at least five days prior to the date of the hearing. However, telephoned requests to appear will be honored through Nov. 12 (Phone: 202-NA8-3947).

Witnesses should bring to the hearing at least 20 copies of any prepared statements, and where feasible, of any exhibits they plan to introduce.

The Commission will consider all written submissions received from interested parties by Nov. 14. The information so submitted shall include a signed original and nineteen true copies. Business data which are deemed confidential shall be submitted on separate sheets, each clearly marked at the top "Business Confidential." All material submitted, except confidential business data, will be made available for inspection by interested parties.

Pakistan-Soviet pact signed

An agreement has been signed between the government-sponsored East Pakistan Industrial Development Corporation (EPIDC) and a Soviet agency under which the Soviets will prepare a feasibility study of a $31.5 million heavy machinery complex envisaged by EPIDC for East Pakistan. The plant would produce heavy machinery plants and equipment for petrochemical, cement, paper fertilizer, and other industries.

Canada budget calls for tax rate increase

Reform of income and corporate taxes intended to halt inflation

Prime Minister Trudeau has presented his first budget to the Canadian Parliament calling for a social development tax of 2% on personal incomes which will begin in January 1969. This is on top of the 3% surtax imposed on corporate and personal income taxes earlier this year.

In making the Oct. 22 presentation, Finance Minister F. Edgar Benson reiterated that Canada's inflationary trend must be halted and called for a budget in fiscal year 1969-70 of C$10.8 billion in expenditures and C$11.8 billion in receipts. For the remainder of fiscal 1968-69 the budget calls for only C$55 million in new taxes with a resulting C$675 million deficit.

The new social development tax will be limited to a maximum of C$120 a year on each taxpayer. For a man with two children, earning C$7,000 a year, the cost will average about C$86 a year. The tax will bring in revenue of C$440 million in the full fiscal year, 1969-70.

Bonds and borrowing

The administration hopes to control the 1968-69 deficit with record sales of Canada Savings Bonds and with earlier borrowings. For the longer run, tax reforms plus acceleration of corporation income tax payments are expected to produce the necessary revenues to maintain a balanced budget.

The budget also calls for the imposition of a corporation income tax to be imposed on life insurance companies to yield C$40 million for budget revenues next year, C$5 million for the old age pension fund and C$10 million for the provincial share of tax. In addition, a 15% tax will be imposed on part of the investment income earned by the companies, to yield the federal treasury C$40 million next year.

Income accruing to policy-holders on their life policies in the future will be taxed as personal income when the policy is cashed or sold. This will not produce any measurable revenue next year, according to the Minister of Finance.

As of Jan. 1, 1969, non-resident or foreign-owned life insurance companies will be taxed on the income-producing assets required to be kept in Canada in accordance with the rules of the Superintendent of Insurance. Income from other assets of these companies will continue to be subject only to the long-standing withholding taxes.

In his Parliamentary presentation, the Minister of Finance said that " . . . there is nothing in these recommendations to cause these companies to withdraw funds from Canada, nor is there anything to deter them from investing more in Canada." He anticipated, however, a moderate increase in premium rates and moderate reduction in policy dividends.

Corporation tax payments will be speeded up to increase revenues next year by C$275 million for the budget account, C$27 million for the pension fund and C$28 million for the provinces.

Exemptions eliminated

The tax laws will be changed to eliminate provincial crown corporations from tax exemptions where private persons have option to buy shares in the corporation.

Another proposed change will provide that where an operator of oil and gas wells and mines has exploration and development undertaken by one company and production by another, all exploration and development expenses of group of companies must be deducted from production profits of the group before depletion is computed.

Tariff Commission studies olive imports; public hearing set for Jan. 13

A Jan. 13 hearing has been scheduled in connection with a U.S. Tariff Commission investigation of the importation of olives into the United States. The hearing will begin at 10 a.m. in the Tariff Commission's Hearing Room at 8th and E Streets, NW., Washington, D.C.

Interested parties desiring to appear at the hearing should notify the Secretary of the Tariff Commission at the above address, in writing, at least five days in advance of the date set for the hearing. Witnesses should bring to the hearing at least 20 copies of any prepared statements, and where feasible, of any exhibits they plan to introduce.

The Commission will consider all written submissions received from interested parties by Jan. 13. Information so submitted must include a signed original and nineteen true copies. Business data which are deemed confidential shall be submitted on separate sheets, each clearly marked at the top "Business Confidential." All material submitted, except confidential business data, will be made available for inspection by interested parties. Submissions should be addressed to the Secretary.

Commissioner Clubb has advised the Commission that he will not participate in this investigation because of prior associations.

Canada's Lester Pearson to head World Bank study of aid record, prospects

Lester B. Pearson, Canada's former Prime Minister, has been named to head a special World Bank commission to review the record of the past 20 years of international aid and development assistance, and to make recommendations on the best methods to help promote future economic growth in the developing nations.

Other members of the commission include: Sir Edward Boyle (United Kingdom), Member of Parliament; Roberto de Oliveira Campos (Brazil), President of Investbanco; Douglas Dillon (United States), former Secretary of the Treasury, now with Dillon, Read and Co.; Wilfried Guth (Germany), Member, Board of Management, Deutsche Bank; Sir W. Arthur Lewis (West Indies), Professor of Public and International Affairs, Princeton University; Robert E. Marjolin (France), Professor, Faculty of Law and Economic Science, University of Paris, and Saburo Okita (Japan), President, Japan Economic Research Center and Special Adviser to Minister of Economic Planning.

The Commission expects to hold its first meeting later this year in Canada. Meanwhile, an international secretariat is already at work on the problems that face the Commission.

Argentine firm to buy U.S. goods with Eximbank credit

The Export-Import Bank has authorized an Alliance for Progress credit of $1.85 million in favor of E. M. Santa Rosa, S.A., a privately-owned Argentine specialty steel producer. The credit will be used to finance the purchase of U.S. equipment and services needed to improve the firm's plant at San Justo near Buenos Aires.

Specific items to be financed by the new credit include electric furnace steel shop equipment, gear reducers, a continuous coiled wire heat treatment facility, laboratory equipment, data processing equipment, and various other pieces of machinery. Firms interested in bidding for business to be financed by the Eximbank credit should **write:** M. Castellvi, Inc., 150 Broadway, New York, N.Y. 10038, which will coordinate credit-financed purchases.

Malagasy roads get $8 million boost from World Bank

Plan to expand nation's largest port is also being prepared

The World Bank Group, continuing its assistance to the Malagasy Republic in developing a modern highway network, has approved financing of $8 million for this purpose—a World Bank loan of $3.5 million and a $4.5 million credit from the International Development Association (IDA).

All needed imports to be paid for with World Bank funds must be procured through international competitive bidding.

The project comprises the construction of two roads totaling 88 miles and three major bridges. One of the roads, extending 33 miles between Fanjakamandroso and Tsiromandidy, will considerably improve the connections between a rich agricultural area and the main cattle market.

The other road, between Ambilobe and Ambanja, is in an area which grows crops for export; it is also part of the future trunk road which is to link the virtually isolated northern regions of Madagascar with Tananarive, the capital. One of the bridges will be at the southern end of this road section. The other two bridges will be on the eastern coast and will improve connections with the port of Tamatave.

A master plan for the development and expansion of Tamatave, the largest of the Republic's four principal ports, is now being prepared under a World Bank technical assistance grant of $196,500.

The project is scheduled for completion by the end of 1971 at a total estimated cost of $11.5 million. The Bank loan and IDA credit will finance the foreign exchange requirements. The Government will meet the remaining costs.

Nigeria drops some duties

The Government of Nigeria has amended the Import Tariff Schedule to allow duty free importation of specified raw materials for the paper industry in Nigeria. Imports of rosin, paper pulp, china clay, and alum, when imported for paper production by a manufacturer approved by the Federal Commissioner for Finance, are exempted from customs duty.

Greek Constitution continues policies

The new Greek Constitution, which was approved by referendum on Sept. 29, assures foreign investors that existing laws on foreign investment will maintain their prior binding force, and future laws may only confer additional protection to foreign capital involved. The Constitution also provides that Decree No. 465/1968, which modified ship taxation laws to enlarge protection of the Greek merchant marine regarding the safety of foreign capital, and Decree No. 89/1967, which guaranteed privileges to foreign firms which establish regional management offices in Greece, may be modified by future legislation only by providing the beneficiaries with additional protection.

Merger will help form strong French appliance industry

State backs move as response to vigorous Italian competition

Compagnie Francaise Thomson Houston-Hotchkiss Brandt, one of the 20 largest companies in France, has just signed an agreement to manage the Claret group. Thomson Houston is expected to take over Claret completely at a later date.

The Claret group has annual sales of about $80-90 million and employs 6,000 persons. It manufactures refrigerators (32,000 annually), washing machines (150,000), and dishwashers. It also produces electric motors and pneumatic compressors.

The French Government, in view of the strong Italian competition, has been urging Thomson Brant for several months to merge with Claret in order to help forge a strong French household-appliance industry.

The new group would be one of the largest electric household appliance manufacturers in Europe and would account for 80% of total French production of refrigerators and 50% of washing machines.

South Africa demand for appliances rising

The demand by South African housewives for modern household and laundry appliances is increasing. Growing purchasing power (shown by a rise in the nation's personal disposable income from $5.3 billion in 1960 to over $9.3 billion in 1967), coupled with the decreasing availability of domestic servants, are the major reasons behind this bright outlook for appliance sales. As a result, coin-operated, self-service laundries are popping up in all the major cities, and sales of domestic appliances are growing.

Specific labor-saving appliances which can be expected to show increasing sales include: vacuum cleaners, floor waxers and polishers, large refrigerators and freezers, hair dryers, irons and ironing machines, car-wash equipment, "do-it-yourself" carpentry and painting equipment, dishwashers, shoe-shine machines, and ovens and ranges.

Foreign competition, particularly Italian, in the South African imported appliance market is impressive. Nonetheless, American manufacturers producing highly automatic and larger capacity equipment can hold a respectable share of the present market, and a growing share of the future market, if they give South Africa sufficient attention—either through licensing arrangements or direct sales efforts.

Lebanon raises tariffs on some luxury items

In order to provide funds to finance government aid to education projects, the Higher Council of Customs in the Government of Lebanon has raised tariff rates on certain luxury items. These include alcoholic beverages; travel goods, such as suitcases, handbags, and similar containers; carpets and rugs; clothing and accessories of leather; radio and television sets, phonographs and other sound recording equipment; and domestic electric heating apparatus, including heaters, hair dryers, and irons.

For information, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. The product should be identified by the Brussels Tariff Nomenclature, the United Nations International Trade Classification, the U.S. Schedule B export commodity number, or by a complete product description.

U.S. licensees wanted to manufacture various products of four foreign firms

Licenses offered by British, French, Italian and Canadian firms for electronic equipment, gasoline engines and building system

Firms in England, France, Italy and Canada are seeking U.S. licensees to manufacture and distribute their products for the U.S. market. The products are electronic equipment, gasoline engines, miniature race course, and pre-fabricated building system.

For additional details and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A British manufacturer of electric motor starting and control equipment, and of electronic control equipment is seeking a U.S. firm to produce its line.

The line includes relay and contactor assemblies, thermal and electromagnetic overload relays, multi-stack rail mounting terminal blocks, and motor starters. Also included are components for static switching systems, limit switches, and solid state controls. **File 1679.**

• A French manufacturer is offering to a U.S. licensee its four-stroke air-cooled, gasoline engines, its centrifugal pumping, and generating sets.

The gasoline engines, which are designed for continuous and/or "automotive" purposes, range from 1.5 hp at 3600 rpm to 10 hp at 2000 rpm (11 hp for "automotive" purposes).

The centrifugal pumping sets are of various sizes and shapes, some being stationary and others portable. The generating sets, DC and AC, single and two phase, are for battery charging, direct lighting, and for use in emergency situations. **File 1680.**

• An Italian inventor is seeking a U.S. manufacturer for his miniature race course.

This invention, patented in the U.S., consists of a thin board of dielectrical materials having upon its upper surface suitable indicia representing race tracks, including curves, straight portions, ascending and descending sections, and so on. Below the board, magnets are carried by electric motor driven arms capable of rotary and longitudinal movements, the magnets being pressed against the undersurface of the board and adapted to attract magnets carried by miniature vehicles placed upon the board. Thus when the arms are actuated, the magnets carried by the arms will move the vehicles. Means are provided which will cause the vehicles to traverse pre-determined courses with variable speeds and in different directions.

Since the movement of the vehicles is effected by magnetic means, the need for drives in the race vehicles is dispensed with. **File 1681.**

• A Canadian designer is seeking a U.S. licensee for the manufacture of a building system on which he holds patents, copyrights, and design registrations in Canada, the United States, and several other countries.

The system consists of a modular, pre-manufactured, transportable structure which can be used as a building unit or system for schools, dormitories, meeting halls, hospitals, and other buildings.

The design incorporates a structural system of modular hexagonal elements and the buildings can be erected on a simple pedestal foundation. Many sizes of buildings are possible with the repetitive modules and any subsequent addition can be readily attached.

Basic building costs are estimated at $10 a sq. ft. of floor area, and at a lower figure for volume market. This figure is exclusive of foundation, site servicing and erection. **File 1682.**

Expansion of product line sought by German company

A license to manufacture batteries for use with various types of electrical appliances is sought by a German firm. The company is also interested in corresponding with U.S. firms engaged in the development of battery operated lawn mowers.

The German company currently produces household washing machines, laundry dryers, dishwashers, electric space heaters and hot water heaters. It also distributes household refrigerators and home and farm freezers. The firm has about 1,600 employees and maintains an excellent sales and service organization covering Germany, EEC and EEFA nations.

Write: Hermann Zanker KG, 5 Kupferhammer, 74 Tuebingen, West Germany.WTD.

U.S. licenses sought by British companies

Two British industrial firms seek U.S. licenses to produce products related to their respective lines.

• Licenses or subcontract agreements to manufacture **mechanical, electro-mechanical or aerospace components and units of a complex nature** are sought by a British firm.

Currently, the company specializes in the complete production or the casting and machining of precision components and assemblies for the machine tool, aerospace, control gear and other industries. It operates six modern well equipped plants covering about 100,000 sq. ft. and employs around 600.

Write: Universal Fisher Group Ltd., 14/20 Kelvin Way, Crawley, Sussex, England.★ WTD.

• A British manufacturer of gas turbine engines and components, gears, axles, transmissions and brakes, boilers, castings and dump trucks seeks licenses to make **related products compatible to its skills and facilities.**

The firm's current product range includes gas turbine generator sets up to 500 K.W.; gas turbine components, particularly compressor and turbine blades; heavy duty gear transmissions and axles; fork lift trucks and commercial vehicle transmissions; boilers from one million to 20 million BTU/hr. for hot water and steam; and dump trucks of 8 and 20 cubic yard capacity.

The British company has a modern plant covering a 270,000 sq. ft. area. This figure was inadvertently given as 27,000 sq. ft. in an earlier announcement.

The firm employs about 2,000 including 90 engineers and a sales organization of about 40. It already has licensing agreements with two U.S. companies.

Write: Mr. A. W. H. Jamieson, Advanced Projects Manager, Centrax Ltd., Shaldon Road, Newton Abbot, Devonshire, England. WTD.

Two Dutch firms seek to broaden activities

The following Dutch firms are looking for business arrangements with U.S. companies involving the manufacture and marketing of electrical and mechanical equipment.

• A major Dutch manufacturer seeks a **sub-contracting agreement with U.S. suppliers of partially finished electrical equipment or components** which need sheet metal or aluminum enclosures and/or the installation of electronic and electric equipment in accordance with technical and commercial standards in Western European markets. The company has extensive experience in working with U.S. firms.

Also, the Dutch firm's marketing division would be interested in an exclusive distributorship for the Benelux countries with a U.S. producer of electrical slip clutches to be used in conjunction with electric motor drives. This division is one of Holland's largest importers of electric motors.

The company's manufacturing division is efficiently equipped for the production of custom built switchboard's, relay panels, control and other electrical apparatus for industrial and marine applications.

The firm's Director has visited the U.S. on several occasions and would be happy to follow up on any inquiries received from U.S. concerns.

Write: Mr. Herman G. Eekels, Director, Herman G. Eekels, N.V. Hoogezand, The Netherlands. WTD.

• A Dutch manufacturer of telephone answering systems and related equipment seeks licenses to make **electronic and mechanical office equipment.**

Products of interest include dictating machines and systems, pneumatic tube systems and apparatus for transporting documents. The company would also be interested in representing U.S. manufacturers of these products on an exclusive basis for Benelux countries.

Write: Mr. J. Claassen, General Manager, Rotterdamse Telecommunicatiemaatschappij N.V., 17-19 Delftsestraat or P.O. Box 1177, Rotterdam-4, Netherlands. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

License to make incinerators sought by Israeli company

A license to produce incinerators with a 10-150 ton daily capacity for handling solid refuse is sought by an Israeli firm. The Tel Aviv company would be prepared to purchase certain parts such as burners from the U.S. licensor.

Write: N. Intrater & Assoc., Consultants and Trustees Ltd., P.O. Box 21016, Tel Aviv, Israel. WTD.

French firm wants to make transmission equipment

Licenses to manufacture mechanical speed changers, transmission gears, and flexible and semi-flexible couplings are sought by a French firm.

The company is a leading European producer of speed reducers and transmission gears. It operates a modern plant, employs about 280, and maintains a sales organization covering the Common Market and other European countries.

Write: Usines Merger, S.A., 11 Rue des Freres Eberts, Strasbourg-Meinau, France. WTD.

Australian producer desires arrangement

Representative to visit U.S. to discuss proposals

An Australian manufacturer of rigid vinyl roofing, sheeting, and piping is interested initially in purchasing injection moulded rigid PVC drain, waste, and vent fittings to comply with Australian standards. The company hopes to eventually obtain from the U.S. supplier a license for the manufacturer of these products.

The company is now extruding PVC to 12″ diameter and producing many different profiles of roofing and flat industrial sheet.

A representative of the company plans to visit the U.S. in December to hold discussions with U.S. firms interested in these arrangements or in proposing an alternative.

Write without delay: Mr. R. F. Doolan, General Manager, Vinlon Pty., Ltd., 2596 Ipswich Road, Darra, Brisbane, Queensland 4076, Australia.★ WTD.

Licenses to make hoists sought by Australian firm

A license to manufacture electrically operated, cage enclosed type hoists for carrying both men and materials up to buildings 600 feet in height is sought by an Australian company.

The firm currently produces construction and materials handling equipment. It employs about 130.

Write: Davleco Industries, Ltd., Settlement Road, Bundoora, Victoria 3083, Australia. WTD.

Austrian seeks rights on new production methods

An Austrian entrepreneur wishes to contact American firms interested in selling or licensing patent rights for new production processes in the fields of plastic raw material, plastic processing machinery, electronics, packaging, building materials and construction systems.

Write: Mr. Walter Unger, Joh. Filzer Strasse 28, P.O. Box 98, A-5010 Salzburg, Austria. WTD.

World Trade Opportunities

Kuwait to undertake major housing project

To foster the permanent settlement of its nomad population, the Government of Kuwait is scheduling construction of ten to fifteen thousand low-income housing units at Mina Abdulla and Salibiya.

The specifications for each unit include two rooms, kitchen, bath and open yard on a building area of forty to fifty square meters on individual plots of 150 square meters. The minimum ceiling height is set at 2.60 meters. Construction must be completed within three years. Alternate proposals of 5,000, 10,000 and 15,000 units are to be submitted. Payment will be by the Government of Kuwait Savings and Credit Bank at 5½% simple interest in ten annual installments beginning one year after completion and provisional delivery of all the works.

Bid deadline is Feb. 1.

Copies of the text and general conditions of the proposal are available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230.★ Telephone: 202-967-3602.

Greece announces tenders on radio-link equipment

The Hellenic Telecommunications Organization Ltd. (OTE), has issued Tender No. 6657, for the supply and installation of thirteen radio links. Bid deadline is Nov. 29.

Bid should offer 13 local radio-links and ancillary equipment to provide connection between OTE's radio relay network (installed) and the TV and FM transmitters (to be installed), program carrier equipment for the transmission of music through 2 or 3 channels from Athens to the peripheral transmitter stations, power plants and other ancillary equipment.

Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization Ltd. (OTE), 6 Klissovis St., Athens, Greece or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ Telephone: 202-967-4823.

Burma corporation invites suppliers of door handles

The Myanma Export Import Corp. of Burma is asking for bids on the supply of 70,000 brass door handles. Bid deadline is Dec. 2.

Copies of the tender documents are available from Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230.★ Telephone: 202-967-3602.

Bids to supply, install, test earth stations sought by Pakistan

The Director General of the Telegraph and Telephone Department has requested bids from interested U.S. firms for the supply, installation and testing of two earth stations and microwave links. Tender No. 21-3/68/714, bid deadline Dec. 18.

Tender documents may be obtained from the Director General, Telegraph and Telephone Department, Government of Pakistan, Block No. 25, Frere Road, Karachi, in payment of $21.00. A copy, however, is available on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Department of Commerce, Washington, D.C. 20230.★ Telephone: 202-967-4822.

Supply bids requested for paper, paperboard

The Government of Malaysia invites bids for the supply of various quantities, grades, and colors of papers and paperboards to the government printer and other government departments for a contract period commencing Jan. 1 to Dec. 31, 1969. This contract is worth approximately $260,000.

Bid deadline is Nov. 30. Copy of tender containing specifications and conditions available from Forest Products and Packaging Division, BDSA-625, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230.★ Telephone: 202-967-3003.

Argentina calls for bids on sewer construction

The National Water Works Department of Argentina is inviting bids for the construction of the second and third intercepting sewers of the main and lateral sewers in the city of Tucuman, Province of Tucuman. The official budget for this project is 450,823,570 Argentine pesos ($1=350 Argentine pesos).

The deadline for bid submittal is Nov. 29.

Copies of tender conditions may be obtained for 4,395 Argentine pesos from Obras Sanitarias de la Nacion, Marcelo T. de Alvear 1840, Buenos Aires, Argentina, by asking for Expediente 36.972-LP-68.

New Zealand invites bids on satellite earth station

The Stores Division of the New Zealand General Post Office has requested bids for the supply, installation and testing of a satellite communications earth station. Tender No. G.P.O. 170/5599, bid deadline Jan. 15.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Communications & Electronics Division, BDSA-643, Room 4209, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-4822.

Closed circuit TV system planned for Argentina

The Ministry of Interior of Argentina, has issued Tender No. 471, for the purchase, installation, and commissioning of a closed circuit color television system. Bid deadline is Nov. 20.

Bid should offer closed circuit color television system. Official budget is 100,100,000 Argentine pesos ($1=350 Argentine pesos). Copies of tender conditions can be obtained for 5,000 Argentine pesos from Ministerio Del Interior, Commission Ley 11,333, Jose E. Uriburu 860, Buenos Aires.

Loan copies will be available shortly to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4823.

Ceylon invites bids on supply of window frames, screens

The Government of Ceylon is calling for bids on the supply of 5,950 aluminum frame windows and 1,400 aluminum frame window screens. Bid deadline is Nov. 21.

Tender documents may be obtained from the Chief Supplies Officer, Ceylon Transport Board, Supplies Div., 200, Kirula Rd., Colombo 5, Ceylon.

One set of specifications and drawings is available for office review in Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

MALAWI—Flower, vegetable seeds. Sample packets, price lists in £ sterling requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

204 Grain mill products

SPAIN—All classes of cereals, other raw products used in manufacture of mixed feeds for animal feeding. Explotaciones Forestales de Galicia, S.A. (importer, exporter), Muelle Comercial, Marin, Pontevedra. WTD 10/68.

207 Confectionery

DENMARK—Specialties and Novelties within chocolate candy, sugar type confectionery (not containing cocoa), drops, bon-bons. Brdr. E. Metz (manufacturer, importing wholesaler, exporter), 95-99 Jagtvej, DK-2200 Copenhagen N. WTD 8/67.

209 Food preparations

MALAWI—Yeast, prepared in ¼ lb, ½ lb packs. Quotes in £ sterling requested. Natwar Wholesale House, Ltd. (wholesaler), P.O. Box 290, Haile Selassie Road, Blantyre. WTD 10/68.

SWITZERLAND—Chemicals, raw materials for food industry. Impag (exporter, manufacturer), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

221 Broad woven fabric mills, cotton

MALAWI—Clearance lines of towels, sheets, household drapery. Quotes in £ sterling c.i.f. Beira requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

225 Knitting mills, products

MALAWI—Mosquito netting; white, colors. Quotes in £ sterling requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

229 Textile goods

THAILAND—Insulating wool in sheets or rolls of any size. The material is fiber (like wool) installed above ceilings or roof space to retard heat penetration. Fiber material in sheets or rolls of any size for installation above ceilings or roof space to retard heat penetration. Requests c.i.f. Bangkok prices, samples. Bangkok Nara Co., Ltd. (importer, exporter), A.B.C. Bldg., 2533 Petchburi Rd. (Extension), Bangkok. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

MALAWI—Dress shirts, sports shirts, white, striped, colored. Quotes in £ sterling requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 102, Haile Selassie Rd., Blantyre. WTD 10/68.

234 Women's, misses', children's, infants' under garments

MALAWI—Ladies underwear including full slips, panties. Quotes in £ sterling requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

242 Sawmills, planing mills

GERMANY—Cut lumber: hemlock, Oregon pine, douglas fir, Canadian redwood, Canadian red cedar; strength: 7/4", 2" and 2½"; width: 3", 4", 6" and upwards; quality: clear and better. Requests price quotations c.i.f. Amsterdam or Rotterdam. Requests replies in German. Robert Rademacher (importer, wholesaler), 5 Koeln-Deutz, Poller Kirchweg 22-26. WTD 10/68.

SPAIN—Rough and dressed lumber. Explotaciones Forestales de Galicia, S.A. (importer, exporter), Muelle Comercial, Marin, Pontevedra. WTD 10/68.

262 Paper mills

● **BURMA**—Total of 2,000 lbs. leatheroid insulation paper in four thicknesses ranging from 0.005" to 0.015". No samples available. Bid deadline Jan. 24. Copy of tender containing specifications and conditions available

from Forest Products and Packaging Division, BDSA-625, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3003.)

GERMANY—Printing and writing paper, art paper for colored, black and white printing. Requests samples, price quotations. Heinz Pohl (agent, wholesaler, exporter, importer), 58 Mansfelder Strasse, 1 Berlin 31. WTD 2/68.

Fine paper. Requests samples, price quotations. Direct purchase and agency. Otto Ebert, Papier- und Pappengrosshandlung (importer, wholesaler), 36 Lahnstr., 1 Berlin 44. WTD 2/68.

ITALY—Paper rags suitable for cleaning oil from machines in electro-mechanical shops. Mr. Giangaetano Zara, Stabilimento N. (manufacturer), Magneti Marelli, Via Adriano 81, 20128 Milan. WTD in preparation.

263 Paperboard mills, products

GERMANY—Cardboard, all kinds. Requests samples, price quotations. Direct purchase and agency. Otto Ebert, Papier- und Pappengrosshandlung (importer, wholesaler), 36 Lahnstr., 1 Berlin 44. WTD 2/68.

264 Converted paper, paperboard products

GERMANY—Dry gummed paper. Requests replies in German. Gebrueder Seidel (manufacturer, distributor, exporter, importer), 6102 Pfungstadt, Bahnhofstr. 24-26. WTD 8/68.

MALAWI—Office stationery; school and domestic; writing and duplicating paper, exercise books, envelopes. Quotes in £ sterling with catalogs requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

281 Industrial chemicals

● **GUATEMALA**—Sodium silicofluoride, 150,000lb. Tender No. 7-68. Bid deadline Nov. 25. Secretaria Municipal, Municipalidad de la Ciudad de Guatemala, Palacio Municipal, Guatemala City, Guatemala. Specifications available from the buying agency upon request. Offers to be in sealed envelopes (in Spanish), indicating subject and contents.

SWITZERLAND—Raw chemicals, all kinds, for food, pharmaceutical, plastics, paint industries. Impag (exporter, distributor), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

THAILAND—Concrete curing compound and curing membrane in bulk containers. Requests c.i.f. Bangkok prices and samples. Bangkok Nara Co., Ltd. (importer, exporter), A.B.C. Bldg., 2533 Petchburi Rd. (Extension), Bangkok. WTD in preparation.

282 Synthetic materials

DENMARK—High and low density polyethylene; polypropylene resins, raw materials; polystyrene resins, raw materials; acryl-butadiene-styrene (ABS) resins, raw materials; polyvinylchloride (PVC) resins, compounds. Direct purchase and agency. H. A. Moller (importer, distributor, agent), 4 H. C. Andersens Blvd., 1553 Copenhagen V. WTD 8/67. Cable: HAMOL, Copenhagen.

SWITZERLAND—Chemicals, resins, other basic materials for plastics industry. Impag (exporter, distributor), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

ZAMBIA—Polyester resins, phenolic resins; butyl rubber sheeting suitable for roof waterproofing. Prodorite (Zambia) Ltd. (engineers, consulting contractors, fabricators), P.O. Box 1737, Kitwe. WTD 10/68.

283 Drugs

● **MALAYSIA**—The Ministry of Health, Kuala Lumpur, has issued an invitation for bids for the supply of drugs. The invitation, with a bid deadline of Dec. 2, calls for bids on over 35 items, including acacia gum powder, 2,000 lbs.; acetylsalicylic acid, 1,120 lbs.; citric acid 2,000 lbs.; salicylic acid, 1,000 lbs.; dextrose monohydrate, 22,400 lbs.; glycerin, 11,200 lbs.; sodium bicarbonate, 16,800 lbs.; zinc oxide, 5,600 lbs.; sulfathiazole, 2,000 kg.; halothane 250 ml., 2,500 bottles; cyclophosphamide 50 mg., 80,000 tablets; cyclophosphamide, 100 mg., 400,000 tablets; and promethazine hcl. 25 mg., 1,500,000 tablets.

Copies of this tender are available on a limited time loan basis from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3394.)

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

SWITZERLAND—Raw materials for preparation of pharmaceuticals, drugs. Impag (exporter, distributor), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWITZERLAND—Raw products for preparation of cosmetics. Impag (exporter, distributor), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Raw products for preparation of paints, varnishes, lacquers, allied products. Impag (exporter, distributor), Dufourstrasse 90, Postfach 8034, Zurich. WTD in preparation.

289 Chemical products

PORTUGAL—Electrical insulating compounds, varnishes. Direct purchase and agency. A. J. d'Almeida, Lda. (importer, distributor, sales agent), Rue de Boa Vista 38, Lisbon. WTD in preparation.

291 Petroleum refining

MALAYSIA—Petroleum coke. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 3rd Floor, Southern Banking Bldg., 21 Beach St., Penang. WTD 6/68.

● **SINGAPORE**—The Public Utilities Board, Singapore, invites tenders for 3-yr., 5-yr. or 7-yr. supplies of furnace fuel oil for supply and delivery to their storage tanks at power stations located at Jurong, Pasir Panjang and Kallang. Tender No. EE: 930. 0/3, commencing in April 1969. Specifications obtainable from Chief Electrical Engineer, Public Utilities Board, City Hall, Singapore 6, Republic of Singapore or Petroleum and Coal Division, BDSA-673, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2355.)

301 Tires, tubes

MALAWI—Bicycle tires, tubes. Quotes in £ sterling requested. Netwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

307 Plastic products

ZAMBIA—Glass reinforcing: chopped strand matt, woven cloth. Prodorite (Zambia) Ltd. (engineers, consulting contractors, fabricators), P.O. Box 1737, Kitwe. WTD 10/68.

314 Footwear, except rubber

MALAWI—Shoes, sandals, slippers, all types. Quotes in £ sterling requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

323 Glass products

MALAWI—Glass gift, novelty items. Catalogs, price lists in £ sterling requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

326 Pottery, related products

MALAWI—Household tableware, kitchen articles. Catalogs, prices in £ sterling requested. Brymson's, Merchant Distributors (wholesaler, importer, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

331 Steel mill products

AUSTRIA—Extra soft cold rolled stainless steel, max. tensile strength 73 kg/mm², German stnd. No. 14301, finish 2 B, sheared edges, dimension 65 mm x 1 mm; tolerance of width ±0.20 mm (±0.008″), tolerance of thickness ±0.35 mm (±0.0014″). Requirements approx. ten tons per year; extra soft cold rolled stainless steel, tensile strength approx. 69 kg/mm², German stnd. No. 14301, finish 2 B, sheared edges, dimension 85 mm x 1.2 mm tolerance of width ±0.30 mm (±0.012″), tolerance of thickness ±0.04 mm (±0.0016″).

Requirements approx. 20 tons per year; extra soft cold rolled stainless steel, tensile strength approx. 69 kg/mm², German stnd. No. 14301, finish 2 B, sheared edges, dimension 62 mm x 2 mm, tolerance of width ±0.25 mm (±0.010″), tolerance of thickness ±0.050 mm (±0.002″); requirements approx. 20 tons per year; extra soft cold rolled stainless steel, tensile strength approx. 69 kg/mm², German stnd. No. 14301, finish 2 B, sheared edges, dimension 62 mm x 2.5 mm; tolerance of width ±0.30 mm (±0.012″), tolerance of thickness ±0.060 mm (±0.0024″), requirements approx. 25 tons per year. Wiener Metallwarenfabrik Smolka & Co. (manufacturer), Sendnergasse 65, A-2320 Schwechat b/Wien. WTD 11/67.

335 Rolling, drawing, extruding of nonferrous metals

● **SINGAPORE**—Supply 12.7/22kv single-core power cables and accessories; 3.8/6.6kv paper-insulated power cables; and 6.6kv plastic aerial power cables. (Cite PUB Ref. Items 21, 22 and 23). Bid deadline Jan. 6.

● Supply 660/1,100-volt paper-insulated power cables; and 660/1,100-volt PVC-insulated solid-aluminum-conductor power cables. (Cite PUB Ref. Items 24 and 25.) Bid deadline Jan. 9.

● Supply 660/1,100-volt single core paper-insulated power cable, and 660/1,100-volt single-core PVC-insulated power cable. (Cite PUB Ref. Items 26 and 27.) Bid deadline Jan. 13.

Deposit required for above tender documents. Contact Public Utilities Board, City Hall, Singapore 6.

342 Cutlery, handtools, general hardware

● **BURMA**—The Myanma Export Import Corp. invites bids for the supply of 1,200 padlocks. Bid deadline is Nov. 25. Tender documents are available from the Construction and Building Materials Division, BDSA 645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602.)

351 Engines, turbines

PORTUGAL—Diesel engines, marine. Direct purchase and agency. A. J. d'Almeida, Lda. (importer, distributor, sales agent), Rua da Boa Vista 38, Lisbon. WTD in preparation.

353 Equipment

PORTUGAL—Cranes, other machinery for use in construction industry. Direct purchase and agency. A. J. d'Almeida, Lda. (importer, distributor, sales agent), Rua da Boa Vista 38, Lisbon. WTD in preparation.

SWEDEN—Pneumatic tube systems, industrial use; moving stairways. Agency and direct purchase. Kiepe Elektriska AB, Kyrkogatan 1, S-211 22 Malmo. WTD 5/68.

354 Metalworking machinery

GERMANY—Machinery and tools for bending, cutting and threading copper, plastic, iron pipe; tools for sheet metal working. Direct purchase and agency. Berg & Schmid (agent, distributor, exporter, importer) 7 Stuttgart, Wolframstrasse 46. WTD 10/68.

PAKISTAN—Plant and machinery to produce surgical instruments. Quotations required c & f Chittagong, East Pakistan supported with company catalogs. Details, specifications available from Trade Opportunities Staff, BDSA-541, U.S. Dept. of Commerce, Rm. 4053, Washington, D.C. 20230. Electrotechnik Ltd. (indentor, commission agent), 23/24 Dilkusha Chambers, Marston Rd., Karachi. WTD 6/68.

355 Special industry machinery

GERMANY—All kinds of printing trade machinery. Chromos Graphische Maschinen GmbH (distributor, importer, exporter), 6 Frankfurt/Main, Schwanenstr. 6. WTD 10/68.

● **YUGOSLAVIA**—Complete equipment for a new plant for portland cement with rotary kiln of 800 tons/day, wet process. Tender No. B-1070, Sl. list #34, bid deadline Nov. 19. Invest Import, Belgrade/Terazije 5.

● Three rubber injection presses, automatic cutting machine for 1200 mm wide rubber plates, vulcanizing machines, equipment for latex-rubber sanitary articles, precision performer, other related items. Tender No. Z-559, Sl. list #34, bid deadline Nov. 19. RIS Indus-

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

trija Gumenih Proizvoda, Zagreb-Stenjevac/ Bolnicka 40.

356 General industrial machinery

● **BURMA**—Two-stage, rotary type compressor capable of delivering not less than 10 cfm free air at 100 psig. normal working pressure, with pneumatic rock drill and auxiliary equipment. Tender No. E-37(T) PWC/68-69, bid deadline Nov. 18. The Revolutionary Government of the Union of Burma, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-5585.)

GERMANY—Packaging machines for corrugated paperboard packaging. Chromos Graphische Maschinen GmbH (distributor, importer, exporter), 6 Frankfurt/Main, Schwanenstr. 6. WTD 10/68.

PAKISTAN—Machinery for producing 700 cubic feet per hour of expanded insulation material from polystyrene beads or polyurethene, or other materials of petrochemical base. Requests detailed specifications, quotations f.o.b. New York or c & f Karachi, West Pakistan. List of items desired available from Trade Opportunities Staff, BDSA-541, U.S. Dept. of Commerce, Rm. 4053, Washington, D.C. 20230. Industrial Development Bank of Pakistan, Attn: Mr. M. F. Hussain, Chief Officer, Kandawalla Bldg., 1st Floor, Corner of M.A. Jinnah & Garden Roads, Karachi.

PORTUGAL—Hydraulic pumps, air compressors. Direct purchase and agency. A. J. d'Almeida, Lda. (importer, distributor, sales agent), Rua da Boa Vista 38, Lisbon. WTD in preparation.

357 Office, computing, accounting machines

MALAWI—Portable typewriters. Catalogs, £ sterling quotes requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

358 Service industry machines

SOUTH AFRICA—Commercial cooking equipment: ranges, chicken grillers, charcoal grillers, high speed fryers, griddles, sandwich toasters, steam cookers, steam tables, portable ovens, food warming equipment; commercial dishwashing machines; coffee machines; milkshake mixers. Direct purchase and sole franchise. Compass Products (Pty.) Ltd. (importing distributor), P.O. Box 2698, Cape Town, Cape Province. WTD in preparation.

SWEDEN—Coffeemakers for restaurants, bars. Agency and direct purchase. Maskinkonstruktioner AB (agent, wholesaler), Sten Sturegatan 17, S-412 52 Goteborg. WTD 4/67.

Sweeping machines, self-propelled vacuum type, for industrial use. Direct purchase and agency. Maskin AB Sipano (agent, distributor, exporter, importer), 17 Stjarnvagen, S-181 34 Lidingo 1. WTD in preparation.

359 Machinery

SWEDEN—Pistons, piston rings, cylinder liners, related products for motor and compressor industry. Agency and direct purchase. Ingenjorsfirman Allan Persson AB (agent, wholesaler), Blekekullsvagen 45, S-230 30 Oxie. WTD 10/68.

361 Electric transmission, distribution equipment

● **BELGIUM**—Supply 25 each 24 Volts DC Power Supply Units (containing duplicated power units) required for use at ACE HIGH Stations to provide 24 volt DC supplies for alarm relay and lamp operation and for the microphone supply for orderwire and local telephones. Bid Number 68-60 ES/MEB, bid deadline Nov. 14.

AEC Communications Electronics Equipment, Communications and Electronics Div., SHAPE, Belgium. Specifications available from Power and Electrical Equipment Div., Room 4124, BDSA, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-4241.)

SWEDEN—Low-tension equipment such as ampere, voltage meters, contactors; transformers (20 KVA-30MVA). Agency and direct purchase. Kiepe Elektriska AB (agent, distributor), Kyrkogatan 1, S-211 22 Malmo. WTD 5/68.

362 Electrical industrial apparatus

PORTUGAL—Electric motors, fractional, from 1/50 to 1 h.p. Direct purchase and agency. A. J. d'Almeida, Lda. (importer, distributor, sales agent), Rua da Boa Vista 38, Lisbon. WTD in preparation.

SWEDEN—Electronic controls, control accessories, industrial process. Agency and direct purchase. Kiepe Elektriska AB (agent, distributor), Kyrkogatan 1, S-211 22 Malmo. WTD 5/68.

363 Household appliances

MALAWI—Hand or foot operated sewing machines; gas and kerosene stoves, refrigerators. Catalogs, prices in £ sterling requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

364 Lighting fixtures

● **BELGIUM**—Supply 475 each portable fluorescent lighting unit, complete with tube and battery, including wall bracket, required for emergency use at ACE HIGH stations in the event of mains power supply failure. Bid number 68-59 ES/MEB; bid deadline Nov. 13.

AEC Communications Electronics Equipment, Communications and Electronics Div., SHAPE, Belgium. Specifications available from Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-4241.)

365 Radio, television receiving sets

MALAWI—Inexpensive radios, wind-up phonographs, phonograph records, 33, 45 rpm, especially clearance lines. Catalogs, c.i.f. prices in £ sterling requested. Brymson's, Merchant Distributors (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

366 Communications equipment

● **GREECE**—Supply of 1150 three-shift page teleprinters, 50 three-shift keyboard perforators, and 50 automatic transmitters at an estimated cost of $1.3 million. Tender No. 6597, bid deadline is Dec. 5.

● Supply of charging coils for carrier frequency cables, cable terminal heads and boxes, matching transformers, filters and coils at an estimated cost of $267,000. Tender No. 6630, bid deadline Dec. 6.

Firms desiring additional information on above tenders should write: Hellenic Telecommunications Organization, Ltd. (OTE), 6 Klissovis St. Athens.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

GERMANY—Micro-switches, antenna relays, semi-conductors, electronic tubes. Requests price quotations. Direct purchase and agency. Hans Hermann Fromm, Elektronik-Radio-Elektro (distributor, exporter, importer), Import-Engros-Export, 3 Fehrbelliner Platz, 1 Berlin 31. WTD 1/68.

MALAWI—Tape recorders, accessories (including tape), mains, battery. Quotes in £ sterling, preferably c.i.f. Beira, illustrated catalogs requested. Brymson's, Merchant Distributors, (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

369 Electrical machinery, equipment, supplies

MALAWI—Batteries for flashlights, radios. Quotes in £ sterling requested. Natwar Wholesale House Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Water test equipment, analyzers; photoelectric colorimeters. Hoelzle & Chelius K.G. (manufacturer, distributor, importer, exporter), 6 Frankfurt/Main, Moerfelder Landstr. 42. WTD 10/68.

Demanding markets

As a U.S. producer selling in our domestic economy, you already are a supplier to the most demanding market in the world. Moving into the foreign market, you will benefit from the know-how you have acquired from previous experience, just as you will benefit from the assets of good judgment, tact, aggressiveness, and business acumen.

In this sense, it is neither more difficult nor easier to achieve success in selling overseas than it is to succeed in selling in this country. Success in export requires careful evaluation of potential markets for your product; willingness to make a long-term commitment, if necessary; and some adaptability to foreign techniques in marketing and servicing.

LAWRENCE C. McQUADE,
Assistant Secretary for
Domestic and International
Business, in "Introductory Guide
to Exporting," published
April 1968 by U.S.
Department of Commerce

● **KOREA**—Supply of balances, ovens, coal grind tester, hydrometer, viscosimeter, centrifuge, flash point tester, carbon residue tester. Tender No. KFX-8164-S (Group II), bid deadline Nov. 15. Office of Supply, Government of the Republic of Korea, Seoul.

Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **PAKISTAN**—Supply of 372 items of laboratory equipment and supplies in various quantities of solids and liquids with necessary appliances and accessories for water and sewage testing. Tender No. C.L.P./WI2/1 (Aug. 68), bid deadline Dec. 17.

Buyer: Director, Procurement and Stores, Greater Lahore Water Supply, Sewerage and Drainage Project, Lahore Improvement Trust, 79 Shadman Colony, Lahore. (Cable: PEEDEELIT, Lahore, West Pakistan). Tender documents available, on payment of $10 per set, from the Office of the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.

Reference copy available for inspection on premises only at Scientific & Business Equipment Division, Room, 4120,★ BDSA, U.S. Department of Commerce, Washington, D.C.

382 Instruments for measuring, controlling, indicating physical characteristics

● **MALAYSIA**—Supply of test equipment including oscillators, selective level meter, psophometer, and pulse echo test set. Tender No. REF.(27)dlmPTN, bid deadline Nov. 26. The Director General, Telecommunications Dept., Government of Malaysia, Kuala Lumpur.

Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **PAKISTAN**—Supply of 5,038 water meters ranging from ½" to 6" size including specials and spare parts and supply of 30 master meters of 8" size including specials and spare parts. Tender No. G.L.P./WI/3 (Aug. '68), bid deadline Dec. 16.

Buyer: Director, Procurement and Stores, Greater Lahore Water Supply, Sewerage and Drainage Project, Lahore Improvement Trust, 79 Shadman Colony, Lahore. (Cable: PEEDEELIT, Lahore, West Pakistan). Tender documents available, at $10 per set, from the Office of the Consultant General of Pakistan, 12 E. 65th St., New York, N.Y.

A reference copy available for inspection on premises only at the Scientific and Business Equipment Division, Room 4120, BDSA,★ U.S. Department of Commerce, Washington, D.C.

384 Surgical, medical, dental instruments

● **BURMA**—Supply of 2,000 brackets, water tight fitting, complete with shade, wellglass, and guard for 60 watt B.C. lamp; 500 hospital bed-head fittings with B.C. lamp holder for 60 watt lamp. Tender No. PP15/EL/PWC/68-69, bid deadline Jan. 28. Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon.

Specifications available on loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

387 Watches, clocks, parts

GERMANY—Special technical clocks, as program clocks, time recording clocks, electrical watches. Helmut Sinn, Specialuhren, (manufacturer, wholesaler), 600 Frankfurt/Main, Roedelheimer Parkweg 6-8. WTD 12/67.

MALAWI—Clocks, household, electric, other. Catalogs, prices in £ sterling requested. Brymson's Merchant Distributors, (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 10/68.

391 Jewelry, silverware, plated ware

MALAWI—Cutlery, all metal, cheaper grades. Quotes in £ sterling requested. Natwar Wholesale House Ltd., (wholesaler), P.O. Box 290, Haile Selassie Rd, Blantyre. WTD 10/68.

394 Toys, amusement, sporting goods

ISRAEL—All ranges of athletic and gymnastic equipment (specifically trampolines and balances) for stadiums, sport halls, schools. Direct purchase and exclusive representation. Lagil Trampoline & Gymnastic Equipment (Israel) Ltd., (importer, wholesaler, agent), 39 Eder St., Haifa. WTD 10/68.

MALAWI—Fishing tackle; sporting, commercial. Catalogs, prices in £ sterling requested. Brymson's, Merchant Distributors, (importer, retailer, wholesaler), P.O. Box 90, Lilongwe. WTD 10/68.

395 Pens, pencils, office, artists' materials

PHILIPPINES—Engineering, artists' and drawing materials made of plastic, metal or paper, such as triangles, protractors, scales, drafting board covers, brushes, canvasses, illustration boards. Direct purchase and agency. Karayo Commercial, 603 San Marcelino St., Ermita, Manila.

722 Aerial photography

● **HONDURAS**—Aerial Photography Central America; expected duration of service about four months; 1:20,000 scale; net area about 12,500 sq. km. and about 4200 line miles; standard AMS specifications with 60-0/0 forward lap and 30-0/0 side lap; AID financed; Proposal Deadline, Nov. 20.

Airmail proposals to: Consejo Superior de Planificacion Economica, 3er Piso Comayaguela Sucursal Banco Atlantida, Tegucigalpa. Cable to confirm dispatch of proposal: Planificacion, Tegucigalpa.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

ITALY—Oil seeds. Schiava Giuseppe (importer, exporter, sales agent), Via Portosalvo, 89048 Siderno (Reggio Calabria). WTD 10/68.

221 Broad woven fabric mills, cotton

ITALY—Upholstery fabrics. Walas, S.r.l. (agent), Via Gasparotto 4, 20124 Milan. WTD 9/68.

222 Broad woven fabric mills, manmade fiber, silk

ITALY—Upholstery fabrics. Walas, S.r.l. (agent), Vit Gasparotto 4, 20124 Milan. WTD 9/68.

223 Broad woven fabric mills, wool

ITALY—Upholstery fabrics. Walas, S.r.l. (agent), Via Gasparotto 4, 20124 Milan. WTD 9/68.

227 Floor covering mills, products

ITALY—Carpets. Walas, S.r.l. (agent), Via Gasparotto 4, 20124 Milan. WTD 9/68.

239 Fabricated textile products

ECUADOR—Regular and waterproofed canvas. Importadora "Los Andes" Cia. Ltda. (importer), Mejia 105, P.O. Box 5798, Guayaquil. WTD in preparation.

264 Converted paper, paperboard products

ITALY—Women's paper dresses. Exclusive agency. Dr. Filippo Jori (exporter), 1 Piazza Vittoria, 42100 Reggio Emilia. WTD 10/68.

273 Books

PAKISTAN—Text, technical scientific, professional books. Shilpa Niketan, D.I.T. Super Market (importer, manufacturer, wholesaler, retailer, agent), Mymensingh Road, Dacca. WTD 8/68.

282 Synthetic materials

AUSTRIA—Newly developed plastics materials, novelty products made thereof; ad-

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

hesives for industrial application. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Newly developed cosmetics and toiletries; washing agents for industrial use. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

289 Chemical products

AUSTRIA—Sealing compounds. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

299 Products of petroleum, coal

AUSTRIA—Lubricating agents. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

331 Steel mill products

PAKISTAN—Corrugated iron sheets, galvanized and black plain sheets. Batali Iron & Steel Industry Ltd. (importer, manufacturer, wholesaler, retailer), New Airport Road, Tejgaon, Dacca. WTD 10/68.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Waste incinerating systems; other waste disposal systems. Exclusive representation for western Europe. Omega Container Nederland N.V. (manufacturer, importer, distributor), Attn: Mr. D. Reinbergen, 210 Leenderweg, Valkenswaard. WTD 9/68.

349 Fabricated metal products

NETHERLANDS—Containers for transportation purposes; container parts. Exclusive representation for western Europe. Omega Container Nederland N.V. (manufacturer, importer, distributor), Attn: Mr. D. Reinbergen, 210 Leenderweg, Valkenswaard. WTD 9/68.

353 Construction, mining, materials handling machinery, equipment

ARGENTINA—Land clearing equipment, attachments. Exclusive representation. Requests replies in Spanish. Guillermo A. Suarez S.A.C. e I. (distributor), Peru 425, Buenos Aires. WTD in preparation.

FRANCE—Public works and construction equipment, machinery such as heavy-duty mobile cranes; shovel-loaders; concrete grouting, gunning equipment; road maintenance, repair machinery; road spreaders, finishers; power-shovels, related lines. Agency for Toulouse and region with all appropriate warehousing, after-sale-services. Catalogs, price lists requested. Requests replies in French. S.P.O.M.E. (Societe Parisienne d'Outillage et Materiel d'Entreprise) (dealer), 38 Rue Roquelaine; 31- Toulouse, Haute-Garonne. WTD 2/68.

355 Special industry machinery

AUSTRIA—Special food products machinery for bakers, butchers; packaging machinery for food products. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

356 General industrial machinery

AUSTRIA—Packaging machines and whole packaging systems for general industrial use; newly developed packaging materials, equipment. Fa. Neumayr (importer, manufacturers' agent), Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

357 Office, computing, accounting machines

AUSTRIA—Advanced electronic office machines, all kinds. Descriptive literature, price list desired. Exclusive agency. Requests replies in German. Kurt Mader K.G. (wholesaler, importer, manufacturers' representative, retailer), Bauernmarkt 14, A-1010 Vienna. WTD 10/68.

SWITZERLAND—Automatic office printing machines, labeling machines, name imprinting devices for checkbooks, other office and handprinting, mimeographing machines, devices. Carl Federer (agent), Adana Druckmaschinen, Weggisgasse 29, 6002 Lucerne. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—Miniature and sub-miniature switches, precision current-reversers, single or double-pole, 2 amp., 250 v.; thimble-type commutators, related radio-electrical specialties. Catalogs, price lists requested. Requests replies in French. Appareillage Radio-Electrique (Societe) (A.R.E.) (manufacturer, wholesaler) 54 Bd. Blaise-Doumerc; 82- Montauban, Tarn-et-Garonne. WTD 10/68.

365 Radio, television receiving sets

IRELAND—Stereo receivers, stereo pick-up cartridges, speakers, tape recorders, turntables. Centresound (importing distributor), 2 Lincoln Place, Dublin 2. WTD 10/68.

371 Motor vehicles, motor vehicle equipment

SWITZERLAND—Parts and accessories for Dodge military trucks, cars. Victor Asper, Maschinenbau (agent), Seestrasse 205, 8700 Kusnacht/ZH. WTD in preparation.

374 Railroad equipment

SWITZERLAND—Locomotives (diesel and electric) for railway and industrial use; railway maintenance cars. Victor Asper, Maschinenbau (agent), Seestrasse 205, 8700 Kusnacht/ZH. WTD in preparation.

381 Engineering, laboratory, scientific research instruments

SPAIN—Most modern types of engineering, laboratory, scientific, research instruments, related equipment. Exclusive agency. Hucoa Herloss, S.L. (importer, distributor), Zurbano 92, Madrid (3). WTD 9/68.

382 Instruments for measuring, controlling, indicating physical characteristics

SPAIN—All classes of most modern instruments for measuring, controlling, indicating physical characteristics. Exclusive agency. Hucoa Herloss, S.L. (importer, distributor), Zurbano 92, Madrid (3). WTD 9/68.

SWITZERLAND—Flow control devices for machines which need constant lubrication. Victor Asper, Maschinenbau (agent), Seestrasse 205, 8700 Kusnacht/ZH. WTD in preparation.

384 Surgical, medical, dental instruments

AUSTRIA—Hospital supplies; medical, surgical instruments, equipment. Fa. Neumayr (importer, manufacturers' agent). Marchettigasse 11, P.O. Box 26, A-1061 Vienna. WTD 10/68.

593 Secondhand stores

MALAWI—Secondhand men's clothing, suits, jackets, topcoats. Natwar Wholesale House, Ltd. (wholesaler), P.O. Box 290, Haile Selassie Rd., Blantyre. WTD 10/68.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible:

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

Iraq calls for bids to construct building

The Government of Iraq is asking for bids on the construction of the Ministry of Foreign Affairs Building in Baghdad.

Registration of the construction firm in Iraq and a preliminary deposit of 25,000 Iraqi dinars ($70,000) are required. Bid deadline Dec. 3.

Tender documents are available at a cost of 50 Iraqi dinars ($140) from the Major Projects Section, Directorate General of Buildings, Kharkh, Salhiya, Baghdad, Iraq.

Leads for Importers

Commodities are offered direct unless specified

011 Field crop farms

NIGERIA—Cocoa; cotton lint; palm kernels; groundnuts (peanuts); bean seeds; soya beans; cotton; castor seeds. Agency agreement; Will act as liaison, buying agent with Nigerian Product Marketing Company, the Nigerian agency which controls above commodities. Allbright Trading Co. (exporter), 1 Gbaja Market Flats, P.O. Box 219, Surulere, Lagos. WTD 4/68.

012 Fruit, tree nut, vegetable farms

AFGHANISTAN—Pistachio nuts, walnuts in standard packages. Cotton Export & Industrial Co. (importer, manufacturer), Serai Badgheesee, Herat. WTD 2/68.

201 Meat products

AFGHANISTAN—Casings, natural sausage. Shirkat-i-Shuua (importer, exporter, wholesaler, agent), Jade Andarabi, Kabul. WTD 4/68.

URUGUAY—Corned beef, 50,000 12 oz. cans per day potential. Requests replies in Spanish. Frigorifico Nacional (meat packer), Attn.: Mr. Did V. Mantero, Secretary, Presidency, Calle Andes 1470, Montevideo. WTD 2/68.

209 Food preparations

MALAYSIA—Palm oil. Direct sale or through agency. Malayan Produce Co., (exporter, importer, wholesaler, indent agent), 3rd Floor, Southern Banking Bldg., 21 Beach St., Penang. WTD 6/68.

235 Hats, caps, millinery

FRANCE—Hats, caps for men, women, children; principally articles for summer use such as lightweight strawhats; air-coat strawhats; cloth hats of various categories, nylon, tergal, bakou, parabuntal; also leather hats. Wholesale exportation, preferably through well established sales agents. Bach (Jean); (manufacturer, wholesaler, exporter), 22 rue Moissagaise; 82- Caussade, Tarn-et-Garonne. WTD 11/67.

239 Fabricated textile products

FRANCE—Decorative cushions, pillows (feather and down), related art and fancy articles. Wholesale exportation, direct or through sales agents, preferably through exclusive distributors. Usines Monties (manufacturer), 82- Beaumont-de-Lomagne, Tarn-et-Garonne. WTD 10/68.

249 Wood products

MALAYSIA—Wooden broom handles. Direct or through agent. Ngie Sing Furniture Maker (manufacturer, retailer, wholesaler, exporter), 16 Island Rd., Sibu, Saawak. WTD 8/68.

357 Office, computing, accounting machines

SPAIN—Scales, balances. Constructora Montanesa, S.A. (manufacturer), Federico Vial 8-18, Santander. WTD 9/68.

361 Electric transmission, distribution equipment

FRANCE—Radio-electrical rotary commutators, from 8 to 30 amp., 20 directions; low-voltage switches, set-in type; 1-, 2-, or 3-poles, 250 volts, from 3 to 30 amperes; bakelite, nylon, or other material; available for wholesale exportation in lots of 1,000 units, minimum. Descriptive literature, price lists mailed upon request. Requests replies in French. Appareillage Radio-Electrique (Societe) (A.R.E.) (manufacturer, wholesaler), 54 Bd. Blaise-Doumercq; 82- Montauban, Tarn-et-Garonne. WTD 10/68.

393 Musical instruments, parts

SPAIN—Non-electric guitars, lutes, bandores. Requests replies in Spanish. Richardo Quiles Enrique (manufacturer, exporter), General Aranda 34, Catarroja, Valencia. WTD in preparation.

399 Manufacturing industries

GUATEMALA—All types of artisan, handicraft products such as native textiles, ceramics, wood carvings, hand-knotted wool rugs, toys, dolls, furniture, silver jewelry. Requests replies in Spanish. Artesanias de Guatemala (semi government agency), Avenida La Reforma 2-43, zona 10, Guatemala City.

SWEDEN—Wigs, toupees, European hair, made to order. Seeks local representatives. Edac Salonger & Perukmakeri AB (manufacturer, exporter, retailer), Box 2089, S-200 12 Malmo 2. WTD 10/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Abdul Qadir Torabi, Afghan Wool Export Co., Jade Andarabi, Kabul, **interested in buying U.S. textile machinery and equipment and in market research for Afghan carpets, and requesting technical information.** Nov. 2 via New York for one month. c/o Chulam Faruq Achikzai, Deputy Vice President, Da Afghanistan Bank c/o The Trading Co. of Afghanistan, 126 W. 30th St., New York, N.Y. 10001. Itinerary: New York. WTD 10/68.

LEBANON—Joseph Skaff (land owner, agriculturalist), Zahle, **interested in farm machinery, improved agricultural methods, land reclamation and requesting technical information on above and seeking contacts with land management corporations.** Nov. 3 via Washington, D.C. for 2½ months. c/o Governmental Affairs Institute, 1619 Mass. Ave., NW., Washington, D.C. 20036.

Itinerary: Washington, New York, Detroit, Chicago, New Orleans, Dallas, Los Angeles, San Francisco, Honolulu. Mr. Skaff is traveling in the United States under the auspices of the Department of State.

SWITZERLAND—Dr. E. Goldberger, owner, Exim-Index Marketing Services, Dufourstrasse 11, 4002 Basel, **interested in contacting prospective U.S. licensors of advanced metalworking machinery and equipment and prospective U.S. licensees for Swiss static variable frequency converter.** Nov. 18 via New York for three weeks.

NOTE: Another group of travelers reaching the U.S. has important sales information for American firms. Itinerary of returning U.S. Commercial Officers, holding business consultations at various U.S. Department of Commerce Field Offices, is reported each week in the "Calendar for International Traders" on the inside back cover.

Itinerary: 11/18-23 and 12/1-2 New York c/o New York Hilton Hotel, 1335 Ave. of the Americas, New York, N.Y. 10019; 11/24-30 c/o Greentree Electronics, 2602 Michelson, Irvine, Calif. 92664. WTD 6/68.

Johannes Eberhard, Pres., Corro Stop AG, 8302 Kloten, **interested in representing U.S. manufacturers of protective paints and compounds for building trade.** Nov. 11 via New York for three weeks. c/o Dept. of Commerce New York Field Office. Itinerary: New York, New Orleans, Camden, Chicago, Philadelphia. WTD 10/68.

UNDP reports available

The United Nations Development Program, a Note on the Range and the Results of Its Activities. Pamphlet available upon request from the Reports and Statistics Div., Bureau of External Relations, Evaluation and Reports, UNDP, United Nations, New York 10017—Free.

Private Enterprise and the United Nations Development Program—How to Bid on Special Fund Projects. Write to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402—$.15 each.

A Guide for Firms and Organizations Desiring to Participate in the Activities of the UNDP. No. 67-28006-5M-Feb. 1968. Write to the UN Bookstore, New York 10017—Free.

Manual on the Use of Consultants in Developing Countries. Price $2.00—A UNIDO publication. Write to UN Publications, Sales No. E.68.II.B.10, UN Sales Section, New York 10017.

New Books and Reports

***Business/Mexico.* Published by the American Chamber of Commerce of Mexico. Mexico City. 1968. 221pp. $12. ($2 extra for airmail.)**

For anyone interested in Mexican business, this book will provide sufficient information to base a preliminary judgment on, and will give the businessman an idea of the opportunities and limitations he will have to face. Thirty-five contributors familiar with commercial, financial and governmental policy in Mexico give a clear picture of working and business conditions.

Pertinent phases of Mexican activity covered include: history and culture, make-up and function of the government, positive and negative factors that could affect investment decisions, financial environment, foreign trade, experience of major industries, techniques and services available to business and industry, and an analysis of the Mexican market and how to influence it.

Write: American Chamber of Commerce of Mexico, Apartado Postal 82-Bis, Mexico, D.F.

***Chemical Guide to Europe—1968.* Fourth Edition. Published by the Noyes Development Corp. Park Ridge, N.J. 1968. 207pp. $20.**

The following information is given for 1,000 major European chemical firms in 18 countries: name and address, ownership, plant locations and products, local subsidiaries and affiliates, foreign subsidiaries and affiliates, principal executives, annual sales, and number of employees.

These are the firms that have the most to offer in the way of sales contacts, licensing arrangements, joint ventures, and the obtaining of research and development know-how. To give an indication of the size of each firm, the book includes, where available, the annual sales figure and/or number of employees.

Write: Noyes Development Corp., Noyes Building, Park Ridge, N.J. 07656.

***Canadian Trade Index.* Published by the Canadian Manufacturers' Assn. Toronto, 1968. 1,200pp. $24.**

The latest edition of this manufacturers' directory gives an up-to-date picture of 12,852 manufacturing companies across Canada. They are listed in full detail, including company name and address, names and titles of operating executives, parent and subsidiary companies, branch offices, brand names, foreign representation and number of employees.

Also included is a geographical breakdown of companies by province and city, a finely classified manufactured products list and a glossary of product headings in French. (Special editions are available with Spanish or Portuguese glossary.) An export section gives basic information regarding export trade methods and service.

Write: The Canadian Manufacturers' Assn., 66 Yonge St., Toronto 1, Ontario, Canada.

***Sources of Information on American Firms for International Buying (Revised).* Published by the Department of Commerce. 1968. Washington, D.C. 40pp. 20¢.**

This revised booklet gives some of the many sources from which names, addresses and commercial information on U.S. firms can be obtained.

Business directories are listed for such categories as manufacturers, manufacturers' agents, exporters and importers, retailers and wholesalers, advertising and marketing research agencies, and others. Local sources, such as public libraries and chambers of commerce, are included.

Special sections detail guides to mailing list houses, directories of trade journals, and sources for data on noncontiguous areas of the United States.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Department of Commerce field office.

***A Handbook of European Organizations.* By Michael Palmer, John Lambert, et al. Published by Frederick A. Praeger, Inc. New York. 1968. 520pp. $13.50.**

The European Economic Community and other European international organizations have, within the last twenty years, transformed the relations among the countries of Western Europe in politics, economics and defense.

This handbook describes the main events in the history of the postwar movement to achieve European unity and gives a brief account of the circumstances in which each of the principal European and Atlantic organizations was established. Each organization is examined separately in terms of its history and achievements. The book sets out some of the main conclusions that can be drawn from the history of European unification and of the European and Atlantic organizations in particular.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Proceedings of the Executive Export Workshop.* Published by Louisiana Polytechnic Institute. Ruston, La. 1968. 44pp. Free.**

Approximately a year ago a conference was held at Louisiana Polytechnic Institute, cosponsored by the Institute's School of Business Administration, the Louisiana-Mississippi Regional Export Expansion Council, the U.S. Department of Commerce and the Ruston Chamber of Commerce. Its purpose was to acquaint the North Louisiana business community with the opportunities and methodology involved in exporting, with emphasis placed on technical problems.

Write: School of Business Administration, Louisiana Polytechnic Institute, Ruston, La. 71270.

***First Supplement to the Annotated Bibliography of Bibliographies on Selected Government Publications and Supplementary Guides to the Superintendent of Documents Classification System.* By Alexander C. Body. Published by Western Michigan University. 1968. 115pp. $2.**

This supplement to Body's previous book (reviewed on this page Oct. 30, 1967) is a selection of new subject titles including: 210 annotated bibliographies in the period 1960-68 as well as some earlier issues on the sciences, social sciences and humanities; more than 200 symbols with classification numbers serving as an alphabetical list of government series, circulars, handbooks, pamphlets, reports and government agencies; an up-to-date classified list of government authors (departments, agencies) arranged alphabetically according to the subject index, with extensive cross references.

Write: Alexander C. Body, 925 Westfall, Kalamazoo, Mich. 49007.

☆ U. S. GOVERNMENT PRINTING OFFICE 1968—341-956/18

Calendar *for international traders*

ATLANTA—Nov. 21—In-Office Export Conference, Commerce Field Office, 10 a.m.

CEDAR RAPIDS, Ia.—Nov. 19—International Trade Bureau of the Chamber of Commerce, Allis Chalmers Plant. Plant tour, 5:30 p.m.; dinner, 7 p.m.

CHICAGO—Nov. 19—In-Office meeting, Commerce Field Office.

CHICAGO—Nov. 20—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CINCINNATI—Nov. 20—Fourth of 7 weekly lectures in export workshop course, University of Cincinnati Center, 7-9:30 p.m. Topic: Promotion and Advertising Overseas. Sponsors: Commerce Field Office, REEC, World Trade Club of Cincinnati, U. of Cincinnati.

DETROIT—Nov. 21—World Trade Club of Detroit monthly meeting. Pick-Fort Shelby Hotel. Speaker: Stefan J. Rundt, pres., S. J. Rundt Assoc. Topic: Outlook of major trading currencies of the world.

DETROIT—Nov. 26—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

ELKHART, Ind.—Nov. 26—Meeting on the Importance of International Trade, Kiwanis Club.

INDIANAPOLIS—Nov. 21—International Trade for New Exporters, Stoffer's, 2820 N. Meridian. Sponsors: Commerce Chicago Field Office, Trans World Airlines, Small Business Administration, Chamber of Commerce, State of Indiana.

JACKSONVILLE—Nov. 18—Last of 7 weekly export trade seminars, "The World Is Your Market," dinner meeting, tour of Port Authority facilities. Sponsors: Commerce Field Office, REEC, Jacksonville Area Chamber of Commerce.

KANSAS CITY—Nov. 26—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Nov. 27—Businessmen's Consultation, William V. Turnage, assistant to the U.S. Ambassador, Montevideo. Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MEMPHIS—Nov. 19—World Trade Club, Sheraton Motor Inn.

MEMPHIS—Nov. 20—Forum on Mexico, Top of the 100 Club, 3-5 p.m. Sponsors: Commerce Field Office, REEC, Mid-South Exporters' Roundtable.

MINNEAPOLIS—Nov. 19—Last of 6 weekly export trade workshops, Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

MUSKEGON—Nov. 26—Western Michigan World Trade Club monthly meeting.

NASHVILLE—Nov. 19—Export Opportunities Conference, Statler Hilton Hotel. Sponsors: Commerce Memphis & Atlanta Field Offices, Trans World Airlines, Small Business Administration.

NEW YORK—Nov. 18-20—55th National Foreign Trade Convention, Waldorf-Astoria Hotel.

NEW YORK—Nov. 19—FCIB Hardware Automotive & Allied Trades Groups, Advertising Club, 12:30 p.m.

NEW YORK—Nov. 22—FCIB Drug, Chemical & Food Export Club annual meeting and dinner, Latin Quarter, 6 p.m.

PHILADELPHIA—Nov. 21—Foreign Traders Assn. monthly meeting, Transportation Night, Sheraton Hotel; shop talk, 5 p.m., dinner, 6:30 p.m., followed by general meeting. Note new date.

PHILADELPHIA—Nov. 26—Northeast Philadelphia Export Luncheon, Torresdale-Frankford Country Club, 12 noon. Sponsors: Commerce Field Office, Chamber of Commerce, Philadelphia Electric Co.

ST. LOUIS—Nov. 25—Businessmen's Consultation, William V. Turnage, assistant to U.S. Ambassador, Montevideo. Sponsor: Commerce Field Office.

SAN FRANCISCO—Nov. 20—General Export Seminar, Room 13450, New Federal Bldg., 9:30 a.m.

YORK, Pa.—Nov. 21—S. Central Export Conference, York College, 10 a.m.

UNI
GOVERNMEN
DIVISION OF
WASHINC

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106
CR - MAY 46129

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Here's a fast and easy way you can

- **evaluate your current investments**
- **find new investment prospects**
- **relate your product to competitive areas**
- **measure industry performance**

The Commerce Department's New Book on

Growth Pace Setters in American Industry

This analysis by expert economists in the Business & Defense Services Administration of a selection of 55 fast growing industries gives you last minute statistics on: value of shipments, capital expenditures, foreign trade, geographic distribution, principal industry products, investment, wages per production worker, number of employees per establishment.

For only $1.50 you get 186 pages packed with reliable analyses, tables, and charts. Pace Setters is your time-saving guide to growth factors and future prospects of U.S. industry. Send for your copies now. Return this special reservation.

Mail to: Superintendent of Documents
Government Printing Office
Washington, D.C. 20402

Please send me _____
copies of Growth Pace Setters In American Industry.
$1.50 single copies. Enclosed $_____. Send check or money order.
Or, Charge deposit account no._____.

Name _____

Address _____

City, State, ZIP _____

CONTENTS

Aircraft
Automatic Vending Machines
Blast Furnaces and Steel Mills
Boat Building
Book Publishing and Printing
Cathode Ray Picture Tubes
Commercial Printing, Lithographic
Computing and Related Machines
Construction Machinery
Corrugated and Solid Fiber Boxes
Dental Equipment and Supplies
Electrical Housewares Fans
Elevators and Moving Stairways
Farm Machinery
Fiber Cans, Tubes and Drums
Frozen Fruits, Juices and Vegetables
Industrial Controls
Industrial Gas Cleaning Equipment
Industrial Trucks and Tractors
Knit Fabrics
Manifold Business Forms
Meat Packing
Mechanical Measuring Devices
Metal-cutting Machine Tools
Metal Office Furniture
Motor Vehicles and Parts
Newspapers
Non-cellulosic Manmade Fibers
Optical Instruments and Lenses
Organic Chemicals
Paper Mills, Except Building
Petroleum Refining
Pharmaceutical Preparations
Photographic Equipment
Plastics Materials and Resins
Plastic Products
Precious Metal Jewelry
Primary Aluminum
Radio and Television Transmitting, Signaling, and Detection Equipment
Radio and Television Receiving Sets
Railroad Cars
Refrigeration Machinery
Semiconductors
Special Dies and Tools
Steel Foundries
Surgical and Medical Instruments
Synthetic Rubber
Telephone and Telegraph Apparatus
Textile Machinery
Toilet Preparations
Toys and Games
Trailer Coaches
Truck and Bus Bodies
Truck Trailers
Tufted Carpets and Rugs